

NES
LAC

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

NOVEMBER 1, 1957



Acer Platanoides Aureo-Marginatum

SEEDS TREE—SHRUB—PERENNIAL
FLOWER—GRASS—VEGETABLE

HERBST BROTHERS

SEEDSMEN, INC.

678 Broadway, New York 12, N. Y.

Correspondence with seed collectors and growers invited. Free catalog "Seeds for Nurserymen."

to en-
s root

pped

only

GO
3451

SHADE AND ORNAMENTAL TREES

Weather conditions have been favorable for the fine growth of our shade trees.

Continued home building will require more trees than are normally available.

The following is a list we have in quantity for spring, 1958, shipment.

Order early—Prices per 100—Terms: Regular.

Refer to our complete Fall Wholesale List for descriptions and other items offered.

	Per 100		Per 100		Per 100
Elm, American		Linden, American		Oak, Pin	
8 to 10 ft.	\$165.00	6 to 8 ft.	\$225.00	6 to 8 ft.	\$300.00
1 1/4 to 1 1/2-in. cal.	225.00	8 to 10 ft.	300.00	8 to 10 ft.	400.00
1 1/2 to 1 3/4-in. cal.	325.00			1 1/2 to 2-in. cal.	600.00
1 3/4 to 2-in. cal.	400.00	Linden, Pyramidal		Redbud	
2 to 2 1/2-in. cal.	500.00	6 to 8 ft.	250.00	4 to 5 ft.	125.00
		8 to 10 ft.	325.00	5 to 6 ft.	160.00
Elm, English				6 to 8 ft.	225.00
5 to 6 ft.	100.00	Maple, Norway		Sycamore, American	
6 to 8 ft.	150.00	5 to 6 ft., whips	75.00	6 to 8 ft.	175.00
8 to 10 ft.	200.00	6 to 7 ft., whips	90.00	8 to 10 ft.	250.00
		7 to 8 ft., whips	125.00	1 1/4 to 1 1/2-in. cal.	300.00
Elm, Hybrid		6 to 8 ft.	250.00		
5 to 6 ft.	150.00	8 to 10 ft.	325.00	Willow, babylonica	
6 to 8 ft.	225.00	1 1/4 to 1 1/2-in. cal.	400.00	5 to 6 ft.	90.00
8 to 10 ft.	350.00	1 1/2 to 1 3/4-in. cal.	500.00	6 to 8 ft.	110.00
		1 3/4 to 2-in. cal.	600.00	8 to 10 ft.	175.00
Elm, Lake City		2 to 2 1/2-in. cal.	750.00	Willow, niobe	
8 to 10 ft.	200.00			5 to 6 ft.	85.00
1 1/4 to 1 1/2-in. cal.	275.00	Maple, Schwedler		6 to 8 ft.	110.00
Elm, Moline		8 to 10 ft.	375.00	8 to 10 ft.	175.00
8 to 10 ft.	200.00	1 1/4 to 1 1/2-in. cal.	450.00		
1 1/4 to 1 1/2-in. cal.	275.00	1 1/2 to 1 3/4-in. cal.	550.00	Willow, Pussy (discolor)	
1 1/2 to 1 3/4-in. cal.	350.00			3 to 4 ft.	50.00
1 3/4 to 2-in. cal.	425.00	Maple, Silver		4 to 5 ft.	80.00
2 to 2 1/2-in. cal.	550.00	6 to 8 ft.	125.00	5 to 6 ft.	120.00
Elm, Vase		8 to 10 ft.	185.00		
6 to 8 ft.	150.00	1 1/4 to 1 1/2-in. cal.	225.00	Willow, Wisconsin	
8 to 10 ft.	200.00	1 1/2 to 1 3/4-in. cal.	325.00	5 to 6 ft.	90.00
1 1/4 to 1 1/2-in. cal.	275.00	1 3/4 to 2-in. cal.	450.00	6 to 8 ft.	110.00
1 1/2 to 1 3/4-in. cal.	375.00			8 to 10 ft.	175.00
		Mountain Ash, European		1 1/4 to 1 1/2-in. cal.	225.00
		5 to 6 ft.	200.00	1 1/2 to 1 3/4-in. cal.	300.00
		6 to 8 ft.	250.00		



ESTABLISHED 1875

One of America's Foremost Nurseries

Mount Arbor Nurseries

• SHENANDOAH IOWA •

AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

VOL. CVI, NO. 9

NOVEMBER 1, 1957

Founded 1904

With which was merged 1939

THE NATIONAL NURSERYMAN

Established 1893



Published on the
first and fifteenth
of each month by the

AMERICAN NURSERYMAN
PUBLISHING COMPANY

343 South Dearborn Street,
Chicago 4, Illinois.

Telephone: WABash 2-9011



Subscription Price:

\$5.00 per year; outside

United States, \$6.00;

Single Copies, 25c.



Advertising Rates

On Application.

For Closing Dates

See Next Page.



Entered as second-class matter
December 14, 1933, at Chicago,
Ill., under act of March 3, 1879.

CONTENTS

Forms and Varieties of Norway Maple	7
By J. Gerling	
Beginning in the Nursery Business	9
By John J. Pinney	
Open Second Suburban Garden Center	10
A Busman's Holiday	11
By A. O. Rasmussen	
Awards Highlight Louisiana Convention	13
By Donald H. Spurlock	
New Nursery and Turf Group Elects Officers and Hears Talks ..	14
By Don M. Langohr, Jr.	
Retail Selling and Today's Market	30
By F. S. Cornelius, Jr.	
Studies To Improve Shade Trees	56
By Jonathan W. Wright	
Principles in Landscape Planning	98
By H. W. Gilbert	
Editorial	6
—Seek Students	6
—Sales Emphasis	6
—Advertising	6
Planning for Model Home	8
Coming Events	16
—Meeting Calendar	16
—Massachusetts Events	20
—Connecticut Prepares	20
—Western Meeting Site	20
—Illinois Arrangements	20
—Eastern Sessions	22
—Oklahomans Name Tulsa	22
—Chicago Landscape Meet	22
—New York Arborists	22
—Canadians Change Site	22
—New Jersey's Two Dates	22
—Mail-Order Meet Set	24
—Ohio Short Course	24
—Ohio Association Date	24
—Plans in Connecticut	24
—Michigan Site Chosen	24
—New California Plan	24
—Portland Host Again	27
—Dates for Tennessee	27
—New England Meeting	27
—Oregon Trade Course	27
—West Virginia Meeting	27
Illinois Official Resigns	27
Eastern Group's Aid	28
Principals' Liability for Agents' ..	36
Acts	36
Motor Freight Again	36
Truck Safety Violators	38
Kentuckian Dies	38
Letters from Readers	40
—Acts in Student Need	40
This Business of Ours	42
—Landscape Clearance	42
Porter Leaves Cornell	47
Plant Notes Here and There	48
Iowa Short Course	52
Cover Illustration	53
—Acer Platanoides Aureo- ..	53
Marginatum	53
Cedar Rust Control	54
New Midnite Blackberry	66
New Peaches Named	67
California Association	66
of Nurserymen	66
—Redwood Empire Chapter ..	68
—Peninsula Chapter	68
New Grade-Size Code	69
Shade Tree Symposium	70
Oregon Notes	72
Peach Virus Control	73
Plan Camellia Study	83
Florida Trade Show	88
Plant Patents	94
Spray for Strawberries	95
Book Reviews	96
Light Tests on Trees	109
New Bulletins	110
Abstracts of Recent Research ..	111
—Acer Seed Treatment	111
—Salt Tests on Elm	112
Filberts for the Home	113

er 100

300.00
400.00
500.00

125.00
160.00
225.00

75.00
250.00
100.00

90.00
10.00
75.00

85.00
10.00
75.00

50.00
80.00
20.00

90.00
10.00
75.00

225.00
100.00

INDEX TO ADVERTISERS

Adair Co., Charles 103
 Advance Adhesives, Inc. 100
 Advance Process Supply Co. 111
 Afton Seed Co. 64
 Alanwood Nursery 34
 Allen Co. 94
 American-Dutch Trading Co.,
 Inc. 92
 American Landscape School 108
 Angelica Nurseries 40
 Anthony Lake Nursery, Inc. 57
 Appalachian Evergreen Co. 86
 Arab Nursery Co. 49
 Ariens Co. 109
 Armintrout's Evergreen Nursery 73
 Armstrong's Nurseries 73
 Arp Nursery Co. 60
 Atkin's Sons, L. 107
 Ayer-Line Industries, Inc. 102

Bagatelle Nursery 36
 Bailey Nurseries, J. V. 51
 Baker's Nurseries 32
 Ball, Inc., Geo. J. 111
 Bartlett Mfg. Co. 88
 Beardslee Nursery 44-52-53-56-57
 Benson-Maclean 102
 Bentley's Hardy Plants 52
 Berryhill Nursery Co. 52
 Bird & Son, Inc. 15
 Blackwell Nurseries 86
 Bloomer Nurseries, George F. 38-42
 Blue Ridge Evergreen Co. 89
 Bobbink Nurseries, Inc. 30
 Bonzi Enterprises, Rudy 62
 Bosley Nursery 46
 Boulevard Nurseries 28
 Boyd Nursery Co., Inc. 23
 Bronx Refrigerating Co. 110
 Brookdale-Kingsway, Ltd. 64
 Brookfield Gardens 40
 Brower's Nurseries 36
 Brown Bros. Co. 38
 Brown Deer Nurseries 50
 Brownell Farms of Oregon 87
 Bryant's Nurseries 51
 Bulk's Nurseries 40
 Buntings' Nurseries 42
 Burr & Co., Inc., C. R. 32

Cabot, Inc., Samuel 90
 Cards of Wood 89
 Carleton Nursery 63
 Carpenter & Co., George B. 111
 Carlwright Nurseries 18-19
 Cailloude Products, Inc. 41
 Chase Co., Benjamin 112
 Chase Nursery Co. 66
 Claremont Waste Mfg. Co. 91
 Clarke & Co., W. B. 83
 Classified Ads 74 to 83
 Cloverleaf Farm 93
 Cole Nursery Co. 44
 Commercial Nursery Co. 56
 Compton Farm 66
 Condon Nursery, Ivan R. 38-40
 Cottage Gardens 54
 Cumberland Valley Nurseries,
 Inc. 57
 Cunningham Gardens, Inc. 54
 Curtis Nurseries 38

Danegger's Hi-Way Nursery, Inc. 38
 Darling Co., J. L. 112
 Dayton Fruit Tree Label Co. 112
 Deerfield Nurseries 40
 Deeter & Sons Nursery 50
 Del-Mar-Va Nurseries 32
 Descanso Distributors, Inc. 71
 Diamond State Nurseries 36
 Doty & Doerner, Inc. 72

Eastman Tag & Label Co. 97
 Eagle Creek Nursery Co. 48
 Economy Floral Supply Co. 104
 Economy Label Sales Co. 92
 Elmer Ross 73
 Evergreen Nursery Co. 50

Fafard Inc., Conrad 110
 Fairview Evergreen Nursery 42
 Feeney's Nursery 34

Fern Hawaii Co. 96
 Floe-Flo Engineering Design 33
 Floral Gardens Nursery 50
 Flower Grower Magazine 39
 Flowerwood Nursery 66
 Forest Nursery Co., Inc. 29
 Forestview Evergreen Nursery 108
 Foster Nursery Co., Inc. 62
 Fraser Nursery, Samuel 36

Garden Shop, Inc. 96
 Gardner's Nurseries 30
 Geiger Co., E. C. 104
 Gilson Gardens 54
 Gladhill Road Machinery Co. 84
 Globe Nurseries 62
 Glostex Chemical Co. 93
 Gold Star Xmas Tree Export 27
 Groefendorst & Sons, F. J. 64
 Gro-Quick Co. 88
 Growers Exchange, Inc. 37
 Growers Sign Service 88
 Gulf Stream Nursery, Inc. 62
 Gutbrod Co., A. H. 108

Half Moon Mfg. & Trading Co. 100
 Halpern Bros. 105
 Haynesfield Nurseries 55
 Heemskerk & Co. 90
 Heller Greenhouse Laboratories 1
 Herbst Bros. Seedmen, Inc. 40
 Hermitage Gardens 20
 Hess' Nurseries 38
 Hidden Valley Nursery 61
 Hillenmeyer Nurseries 116
 Hill's Nursery 105
 Hobbs & Sons, Inc., C. M. 52
 Hoffco, Inc. 105
 Hoffer Christmas Trees 46
 Hollandia Gardens 63
 Homestead Nurseries 40
 Horsford, William Crosby 107
 Howard Rotavator Co., Inc. 70
 Howard & Smith, Inc. 26
 Howards of Hemet opp. 26
 Humphreys Landscape Service 61

Ilgenfritz Nurseries Co. 53
 International Swimming Pool
 Corp. 86

Jackson & Perkins Co. 42
 Jewell Nurseries, Inc. 49
 Johnston, William A. 100
 Jones Wholesale Floral Co.,
 David L. 106
 Kabel, Gerald 31
 Kallay Bros. Nursery 44
 Keeler's Gardens 64
 Keeling Nursery, Forrest 46
 Kelly Bros. Nurseries, Inc. 38
 Kingwood Nurseries 47-50-51-53-54
 Klyn, Inc., Gerard K. 50
 Krieger's Wholesale Nursery 68

LaBars' Rhododendron Nursery 40
 Laird's Nurseries 66
 Lake County Nurserymen's Assn. 51
 Lake Sammamish Evergreen
 Nursery 70
 Lansing Specialties Mfg. Co. 76
 Laurel Lake Nursery 64
 Leeland Farms 62
 Leonard & Son, A. M. 110
 Lerio Corp. 103
 Lindig Mfg. Co. 113
 Lovell Nurseries 61
 Lovett's Nursery, Inc. 40
 Lustgarten, Baier 35

Maloney Bros. Nursery Co., Inc. 63
 Martin Co., Inc., Joseph F. 53
 Matthews Nursery 44
 May Nursery Co. 70

Maywood Bros. Nursery 72
 McGee Nurseries, Lowell H. 64
 McGill & Son, A. 70
 McIninch Greenhouses 54
 Meadows Bros. 106
 Meehan & Sons, Thomas 67
 Menne-Pot, Inc. 46
 Mentor Rose Growers, Inc. 46
 Michigan Christmas Tree
 Growers Assn. 105
 Michigreen Nursery 47
 Milton Nursery Co. 72
 Mist-O-Gation, Inc. 34-94
 Mitsch Nursery 112
 Monarch Shingle Co. 72
 Monrovia Nursery Co. 58-59
 Montebello Rose Co. 70
 Moorestown Gardens, Inc. 34
 Moran, E. C. 65
 Morning Star Nursery 64
 Morse Co., A. B. 102
 Mount Arbor Nurseries 2
 Mount Hood Nursery 72
 Mulco Products, Inc. 110
 Musser Forests, Inc. 24

National Band & Tag Co. 107
 National Rain Bird Sales &
 Engineering Corp. 106
 Native American Holly Farms 38
 Natrop Co., W. A. 48
 Naugher Nursery 25
 Neprash Nurseries, Bob 54
 Neumann Bros. 47
 New Amsterdam Import Co. 104
 New Jersey Farm Supply Coop.
 Assn. 95
 Newport Nursery Co. 51
 New York Twine Corp. 90
 New Yorker Bag & Burlap Co. 103
 Noleridge Nurseries 65
 Nursery Metal Pots, Inc. 103
 Nursery Sales, Inc. 30
 Nursery Specialty Products, Inc. 16

Onarga Nursery Co. 52
 Oregon Bulb Farms 71
 Owen & Son, T. G. 56
 Ozark Nursery Co. 80

Pacific Coast Nursery 72
 Pacific Northwest Rose Nursery 48
 Pallack Bros. Nurseries, Inc. 45
 Panagon, Inc. 111
 Patio Wood Products 100
 Pearce Seed Co. 65
 Pedigreed Seed Co. 62
 Peekskill Nursery 42
 Perry Nursery Co., O. H. 56
 Peterson & Dering 17
 Phytoktor 42
 Pierson, Inc., A. N. 42
 Pikes Peak Nurseries 30
 Pinkston Nurseries 65
 Plumfield Nurseries, Inc. 22
 Portland Wholesale Nursery Co. 70
 Pratt Co., B. G. 99
 Premier Peat Moss Corp. 85
 Premier Southern Ticket Co. 112
 Princeton Nurseries 30
 Progressive Equipment Co. 113

Rambo's Wholesale Nurseries,
 L. J. 64
 Ravensberg, Maurice C. 66
 Ray Co., Carl 61
 Reliance Fertilizer Co. 89
 Reynolds, Harry H. 110
 Rich & Sons Nursery 72
 Rickert Nurseries 38
 Robinson Sales Agency, E. D. 40
 Rootspred 111
 Roper Mfg. Co. 98
 Rough Bros. 99
 Ryan Landscaping Equipment
 Co. 26

Saffer, Al 85
 Scarff's Nursery 44

Schumacher, F. W. 24
 Schupp Florist Supply Co. 100
 Semmes Nurseries 50
 Sepers Nursery 54
 Shahan Nurseries 46
 Shenandoah Nurseries 114
 Shepard Nurseries 71
 Sherman Nursery Co. 71
 Sherwood Nursery Co. 71
 Shore & Co., J. 102
 Skinner & Co., J. H. 42
 Skinner Irrigation Co. 65
 Slatten Nursery Co. 65
 Smith Corp., W. T. 42
 Smith Nursery, R. Brumond 42
 Smith & Son, Inc., Seymour 74
 Sneed Nursery Co. 60
 Soil & Plant Research, Inc.,
 Laboratories of 40
 Somerset Rose Nursery, Inc. 40
 Southern Nursery & Landscape
 Co., Inc. 57
 Springbrook Gardens 52
 Spring Valley Nurseries 24
 Star Lumber Co. 71
 Stedman Nurseries, Inc. 24
 Steele's Pansy Gardens 71
 Sterling Bag & Burlap Co. 103
 Stribling's Nurseries 40
 Sudbury Laboratory 102
 Summit Nurseries, Inc. 54
 Suncrest Evergreen Nursery 30
 Supreme Electric Products Co. 112
 Sutton Nursery & Landscape
 Co., Inc. 57
 Sweeney, Krist & Dimm 102
 Sylvan Dell Nursery 24

Tankard Nurseries 40
 Taubman & Co., Samuel 76
 Tennessee Valley Nursery 100
 Tingle Printing Co. 112
 Torrey's 100
 Toro Mfg. Co. 113
 Towson Nurseries, Inc. 30
 Tritschler's Nursery 40

Ullman Co. 108
 Union Products, Inc. 84-95

Vanderbrook Nurseries 30
 Vanderpol Export Co. 51
 Van Speybroeck, Arthur 51
 Van's Pines 87
 Van Veen Nursery 73
 Verhalen Nursery Co. 56
 Verkade's Nurseries 36
 Verona Gardens 54-54
 Vuyk Van Nes Nurseries 36

W-W Grinder Corp. 97
 Wade Christmas Tree Farms 52
 Wade & Gaffon Nurseries 51
 Want Ads 51
 Waynesboro Nurseries 65
 Wayside Gardens 47
 Weeks Wholesale Rose Grower 47
 Wells Nursery, Inc., James S. 40
 Western Evergreens 65
 Whalley, J. B. 68
 Whiterock Nurseries 57
 Wight Nurseries 63
 Williams, Isaac Lanaley 38
 Williams & Harvey Nurseries 113
 Willis Nursery Co. 52
 Willowbend Nursery 64
 Wilson Nurseries, C. E. 67
 Wire Basket Co., A. 99
 Wirth, Hermann A. 101
 Wood Products Co. 101
 Woodfern Nursery 28

York Modern Corp. 21

Forms for the December 1 issue will close Friday, November 15.

Forms for the December 15 issue will close Friday, November 29. Mail copy to arrive at Chicago by these dates—no later!



RESISTANT TO ELM DISEASES

The Christine Buisman Elm was discovered in Holland a number of years ago by Dr. Christine Buisman. Repeated tests over many years, by the United States Department of Agriculture show that it is extremely resistant to Dutch elm disease and phloem necrosis.

The Buisman Elm is a selection of the European Smooth-leaved Elm (*Ulmus carpinifolia*). It produces straight stems of heavy caliper, with central leaders, without forks or crotches and it has slender but numerous ascending branches which produce a great mass of dark green foliage. Young trees tend to have a broad base and a pyramidal top, but when mature they become round topped like the American elm. It grows quite rapidly; we have produced trees 10 feet high in four years. Highly satisfactory for both lawn and street planting.

Christine Buisman Elm

THE WILLIS NURSERY CO., Ottawa, Kan.

PRICES

	Per 10	Per 100
1½ to 2-in. caliper (8 to 10 ft.) . . .	\$65.00	
8 to 10 ft.	45.00	\$400.00
6 to 8 ft.	32.00	300.00
5 to 6 ft.	23.50	225.00
4 to 5 ft.	18.50	175.00
3 to 4 ft.	17.50	150.00

Four-year-old Christine Buisman Elms in our nursery. Propagated vegetatively to preserve disease resistance.



AMERICAN NURSERYMAN

F. R. KILNER
Editor and Publisher

FRED H. KILNER
Managing Editor

C. A. BRADY, Jr.
Advertising Manager

Editorial

SEEK STUDENTS

Evidence that others are thinking along the lines expressed in the editorial in the issue of August 1, entitled "More Students," has appeared within the past month. In California concrete action has been undertaken, and perhaps similar results will appear in other states.

Members of the California Association of Nurserymen received with their October bulletin from organization headquarters a copy of a 6-page circular that had just been prepared and made available by the association's scholarship and education committee. This is an attractive folder with the title "Careers in the Nursery Industry," and presents briefly the general future of the nursery industry and the types of jobs open to those who prepare for them. These jobs include business executive, production superintendent, sales manager, sales and landscape consultant and propagator, in addition to jobs less definitely described. Those who are interested are directed on the back page of the folder to apply for information as to instruction to the four California state colleges and universities that have recognized programs in ornamental horticulture. Notation is made that many city and junior colleges also offer courses in this field.

The purpose of this brochure is to call the attention of young people to the opportunities in the nursery industry and to encourage more of them to take up the study of horticulture. It is the intention to place these circulars in high schools throughout the state and in other schools where there might be interested students. The chapters of the association are expected to undertake the distribution of the circulars, to point out to interested students the importance of the nursery business and to urge those who would likely qualify to consider the possible future in this field.

Along the same line, as explained in the open letter from Prof. Roy J. Smith in this issue, the college

The Mirror of the Trade

of agriculture of the University of California has prepared a circular of 10 pages which goes into more detail as to instruction, as it covers a broader field. It is entitled, "Opportunities in Agriculture," and, of course, includes horticultural topics among the training opportunities offered by the college of agriculture of this big institution.

Both circulars call attention to the necessity for broader training than just that of horticulture in seeking the most responsible positions, and that should be borne in mind in discussing the future with ambitious prospects among student applicants.

SALES EMPHASIS

Home building continues at a high level, and the sale of nursery stock remains good, but it is unlikely that either of these will be unaffected by the remarks of economists and government officials about inflation, high interest rates, the decline of the stock market and the rising rate of personal income and installment debt. Reading those remarks in the newspapers, homeowners may be inclined to curtail plans for landscape planting, and those who do the planting themselves may reduce their purchases of shrubs and trees.

That probability is the greater if as little sales emphasis is shown as has been exercised by many nurserymen in recent years. When it was hard to obtain labor to fill jobs already booked, there was little reason to go after new jobs strenuously—that can be granted. But if his backlog of orders shows signs of shrinking, the nurseryman will do well to change his sales emphasis and plan for more promotional work in anticipation of the season ahead.

There is every reason to do so, since the latest figures on the personal income of the citizens of the United States show that it reached a new high the past summer. The public has plenty of money for spending, and there is no slowing down of employment. Consequently, intensified sales campaigns will be waged by automobile manufacturers, home appliance dealers, home furnishings stores and the other competitors for the homeowners' surplus dollars.

Nor are prospects lacking for the nurserymen. There are still many homes recently built or nearing completion which will require their services or stock. In addition, there are

many old homes which need attention, if this industry can make the public conscious that "It's not a home 'til it's planted."

ADVERTISING

Several of the meetings of nurserymen this autumn have featured discussions or talks on advertising. This reflects the growing interest in the subject, which is probably due to the increase in number and in operations of garden shops over the country. The proprietor of a nursery salesyard has his attention diverted to the cultivation of his fields—if he grows his own stock—when the sales season is over, but the garden shop owner endeavors to keep his cash register and clerks busy as much as possible the year around. If he has little or no growing stock to occupy his attention, he naturally thinks of means to bring in sales.

But the operators of retail salesyards and of landscape planting firms need to give more attention to advertising, as well as the owners of garden shops. In fact, wholesale nurserymen will find it profitable to study means of helping their customers sell more stock. The slackening of business in some other lines will cause increased sales effort to be made in those industries. This competition for the consumer's dollar will be felt by nurserymen if they do not try to match the efforts made in other fields.

Advertising cannot be learned by listening to a talk or discussing it at an association meeting. It deserves study, reading and trial, just as do methods of propagation. In fact, some nurserymen think the time has come to put advertising at the head of the list, far above propagation, among those subjects in which every nurseryman should educate himself thoroughly.

TREE-SEEDING AID

Discovery of a bird and rodent repellent that can be applied easily to long-leaved pine seeds before sowing is making the direct seeding of trees practical and inexpensive, according to the United States Department of Agriculture. The repellent, composed of tetramethyl thiuram disulphide, is not harmful to birds or animals in the amounts used and does not retard germination of the seeds. Although it irritates the eyes, nose and throat of humans slightly, it is safe to use, according to the U. S. D. A.

Forms and Varieties of Norway Maple

By J. Gerling

Rochester Park Department, Rochester, N. Y.

Since mankind first became concerned with ways and means to improve his well-being, trees have been appreciated for their economic value. As an almost universal, ever-present resource, forest trees provided materials for shelter, tools and weapons, and in past generations wild fruits and nuts supplied many peoples with staple foods. Improvement from aboriginal status to modern economic stability and physical comfort was accomplished by a constantly increased ability to use all natural resources, and man's efforts to improve plant species providing food antedate history. As the result of age-long efforts, the present fruit quality and bearing habit of every plant taken from the wild and cultivated as a food source are far superior to those of the original type.

Man's primary interest in trees was, of necessity, based upon their usefulness as sources of food and building materials. Later, when advancing civilization passed the stage where physical needs limited human endeavor, man began to develop an aesthetic appreciation of trees and used them to embellish his surroundings. So great has been the subse-

quent enthusiasm of horticulturists that they have not only searched throughout the known world but braved the danger and hardship of unexplored areas on both hemispheres in their endless efforts to find and introduce more and better plants. The outstanding work of such devoted collectors as Wilson, Douglas, Michaux and a host of others has given us a wide choice of fine trees from many countries.

Imports Often Naturalized

When a species has been brought into cultivation from a distant land and grown for a considerable length of time, it often becomes naturalized to the point where it persists as well as or even better than a native plant, and germinal mutations from such importations provide many of the "discoveries" from which desirable forms and varieties are propagated.

Acer platanoides, though native to Europe and the Caucasus, is a desirable species having such an adaptability that it can be found serving well in many other countries. Cultivated for several centuries in Europe, this so-called Norway maple is the progenitor of many useful and interesting clones of varied foliage and growth habit. The type plant is a heavily branched, full-headed tree of considerable spread. It can reach 90 feet under good growing conditions, but its mature height is more often less when it is grown on city streets, where it has been extensively used for many years. The leaves are deep green and glabrous above and a lighter green beneath, and the well-clothed branchlets cast dense shade. Though of sturdy structure and strong-crotched, it is on the brittle side and suffers somewhat from severe storms. Where smaller, more attractive or specifically functional trees are wanted, mutations of the type provide many fine specimens, and the known histories of many clones lead this observer to believe that, under the less than ideal conditions generally prevalent, these selected forms and varieties will not attain the size of the species similarly situated.

Forms Varied, Colorful

Popular in recent years are the clones that carry deep red foliage through the entire growing season, unlike the variety *schwedleri* (red-

leaved only in spring and early summer). Offered by many dealers, these Norway maples are welcome additions to the limited choice available in tree-size plants having permanent red leaves. One of the most dainty and colorful varieties is the one now being offered by some nurserymen as the harlequin maple, which makes a most satisfying tree where the type might prove too bulky. When used as a lawn specimen, this striking offspring of *A. platanoides* is an eye-catching treat. Described as *A. p. aureo-marginatum*, it has smaller leaves that are lighter green with regular yellow margins, and the branches are lighter than in the species type.

Inasmuch as Rehder has dropped variety *aureo-marginatum*, and his manual now lists variety *variegatum*, it can be assumed that these two are the same, despite the fact that the latter is described as having leaves "spotted with white." Whether the variegation is white or yellow, marginal or irregular, this exotic member of the Norway maple group is a handsome, interesting tree that should be seen far oftener.

Acer platanoides laciniatum, the



Acer Platanoides Erectum Slavica
(Pyramidal when young)



Acer Platanoides Erectum
(Columnar in maturity)



Left, foliage of *Acer platanoides undulatum*, crinkle-leaved Norway maple; center, foliage of *Acer platanoides palmatifidum*; right, foliage of *Acer platanoides laciniatum*, eagle claw maple.

eagle claw maple, also known as the cut-leaved Norway, has sharp, irregular, deeply sinused lobes recurved in a clawlike manner and is upright rather than wide-spreading in growth habit. Sometimes confused with variety *laciniatum* and called eagle claw Norway, is *A. p. crispum* (*cucullatum*), the hood-leaved maple, which has foliage unlike any of the other errant progeny of the species. The leaves have numerous short, obtuse lobes which curve down and in to form the hoodlike

pattern, which accounts for the former varietal name of this clone. In branching habit, variety *crispum* tends to develop an upright form.

A. p. palmatifidum is a variation with dark green, palmate lobes cut nearly to the base; the foliage of *A. p. lorbergi* is similar, but the lobe tips ascend from lighter green leaves. Maturing with a loosely rounded head, *A. p. undulatum*, the crinkle-leaved Norway, is distinguished by its light green, crispy, crinkled leaves with wavy margins. Also less heavily

branched than the species tree, this clone offers a more refined appearance and should be more satisfying where the bolder-branched parent type would be too dominant.

Clones Inherit Hardiness

These foliage variations are a pleasing contrast with the typical species and offer different trees for practical uses in both public plantings and on the home grounds. While some are more content with uncon-

[Continued on page 44]

Planting for Model Home

A model home landscape display stole the show for the nursery and gardening industry at the recent Prairie Farmer-WLS farm progress show. Sitting like an emerald jewel in the center of a tent city of over 200 exhibits and a milling throng of 200,000 people, the half-acre model homesite literally stopped traffic.

The prefabricated farm home of tomorrow, the Prairie Lady, sprang up in the middle of an 80-acre oat field less than two months before the show on September 25 and 26 at Farmer City, Ill. In mid-August, members of the horticulture department of the University of Illinois disked, seeded and rolled the lawn and planted the vegetable garden and bearing fruit trees.

Then, just 48 hours before the show, Onarga Nurseries, Onarga, Ill., moved in with over \$2,000 worth of foundation, ornamental and hedge plantings. Watered from a 3,500-gallon supply tank wagon borrowed from the local fair association, the shrubs, shade trees and flowers looked as though they had been growing on the site for years.

The lawn and plantings effectively set off the 28x52-foot house of canary yellow cedar shakes with green asphalt roof and white trim. The landscape plan was based on suggestions from the University of Illinois, with some changes to show

specimens and varieties that Onarga Nurseries have developed for farm and countryside homes.

In the CBH-Way Homes tent, where Onarga and other suppliers shared space with the manufacturers of the Prairie Lady, landscape drawings of model planting arrangements were offered farm show visitors. The plans, developed by Professor Kemmerer, of the University of Illinois, were similar to the demonstration planting.

Duane B. Cultra, president of On-

arga Nurseries, feels that the promotion opened up a big new market for Onarga dealers and other nurserymen throughout the midwest area represented at the show. With farm orchards gone and native woodlots disease-infested, Mr. Cultra says that farmstead beautification represents a top potential market. Farm folks who saw the modern nursery stock reacted enthusiastically.

Onarga Nurseries are the oldest nursery firm in Illinois, having been founded in 1865 by R. B. Cultra, grandfather of Duane B. and his brother, who supervised the planting at the farm progress show.



Complete landscape executed by the Onarga Nurseries for a model home at a recent Illinois farm show featured foundation plantings and outdoor planters to set off the lines of the hip-roofed prefabricated farm dwelling.

Beginning in the Nursery Business

Chapter I. Retail Salesyards

By John J. Pinney

The simplest form of retail nursery is known as a salesyard, and most of its business is on a cash-and-carry basis. The salesyard usually consists of a relatively small piece of ground ranging from a city lot or two up to several acres. The nursery stock that is offered for sale is heeled in in the ground in rows, usually in an upright position, or for greater convenience it is placed in beds having sawdust or planer shavings to protect the roots. This type of retail nursery requires less initial investment, less knowledge of the plants sold and less time to become established.

The salesyard is the easiest type of nursery business to start. Your success or failure may depend largely on the location you choose for your business. As in any other retail enterprise one must have customers, lots of them. If they are not at hand, you must be sure they will come from a distance.

Choice of Community

If you have not already chosen the community in which you wish to locate, you can gain a great initial advantage by giving careful consideration to several important factors. In general, the large cities are better suited to a cash-and-carry business. The greater the percentage of homeowners, the more potential customers you will have. Avoid cities top-heavy with apartments or rented homes. Be sure there is not too much local competition.

Let us cite an example: A highly profitable cash-and-carry business was developed in the space of a few years in a city of less than 75,000. It was a city of homeowners, fairly wealthy and lacking a progressive retail nursery to take care of the demand in that field. The man (let's call him Green) who established the business had no previous experience in the nursery business other than some success in growing roses in his own backyard. His neighbors, admiring his rose garden, wanted him to supply them with rosebushes like his; so he began selling on commission for the firm from which he had bought his roses. Sensing the possibilities in the field, Green selected a site near the edge of a good, rapidly developing residential area with no zoning restrictions against a nursery and with room to expand. On

this he built an attractive combination home, office and salesroom.

Consistent advertising in the newspapers and on the local radio soon brought Green a satisfactory volume of cash-and-carry business. The city was growing rapidly; many new homes were being built and there was no one in the community to landscape them. Green had many calls for landscape service, which he did not feel qualified to render. However, with the encouragement of his wholesale sources and the assistance of qualified men in these organizations, he was soon supplying plans and doing landscape planting.

With experience came confidence. In the course of a few years Green was drawing and executing his own plans and had developed a profitable landscape service along with his cash-and-carry business. The point we wish to emphasize is that Green had chosen the right community in which to establish his business. It was comparatively easy going for him because he had a large potential market within the city and no serious competition to worry about.

It may seem to you that such communities are rare, but any wholesale nurseryman can give you the names of many towns and cities that are excellent potential markets for nursery stock, but in which there are either no nurseries or no wide-awake nurseryman who would offer serious competition.

The population of a city is not always a good criterion for judging the size of the market. Some industrial cities, especially those given over to heavy manufacturing, are notoriously poor markets for nursery stock. Cities in which there are small yards or no yards at all, or in which there is a high percentage of apartments or rented homes, are poor places to sell nursery stock. Choose a community where folks live in their own homes and take pride in them.

Often a comparatively small city draws retail trade from many miles around. This is especially true in the middlewest and west, where many towns of only a few thousand population will support a retail trade as great as that of other cities several times as large.

A recent trend in the nursery business is to combine it with the florists' business. This combination has al-

ways existed to some extent, but is becoming commoner, especially in the smaller towns that are not large enough to support both a flower shop and nursery as separate enterprises. In fact, this combination is to be encouraged, because one business supplements the other. The nursery business in all but the extreme south is seasonal, while the florists' business has fewer humps and hollows. The nurseryman who also operates a floral business will not only enjoy a steadier income, but be able to maintain a better organization the year around.

If your capital is limited, you might well follow the example of many who have started in this manner: Choose the city or town in which you wish to locate and get a job that will insure you an income while you are establishing your business. If you already live in the town of your choice and have a job, so much the better. Look around for a suitable location; take your time so you will not make a mistake. Having secured what you want, plan carefully and in detail. Working during your spare time you can eventually get your business established. You might even be able to start operating it on your spare time; it has been done many times. When you feel that your business is on a firm foundation you can quit your job and devote your full time to being a nurseryman.

Location of Nursery

Nursery salesyards and cash-and-carry nurseries should be readily accessible. Locations on the busy highways are not always best. Rapidly moving traffic resists all stops. Most of the business of a cash-and-carry nursery comes from local persons, not transients.

The exact location of your nursery with reference to the city is not an easy matter to decide. Large mercantile organizations searching for good locations for branch stores study every angle carefully. They analyze traffic movement and density, parking facilities and space needed. The trend of retail trade is away from the congested downtown areas to suburban districts nearer to the homes and having more parking space available.

Perhaps the best location for a
[Continued on page 83]



H. G. Hastings Co. Opens Suburban Garden Center at Charlotte, N. C., in Move from Downtown Area of That City

Open Second Suburban Garden Center

The formal opening of Hastings' Garden Center, 4500 North Independence boulevard, Charlotte, N. C., was held September 20 to 21. A full-page advertisement in the Charlotte Observer helped to attract a large, interested crowd. The opening featured bargains in all departments, and as a result the sales force was busy not only entertaining, but ringing the cash register. Carnations were given to all the ladies who attended, and balloons were provided for all children. Cold drinks were served.

The second suburban garden center which the H. G. Hastings Co., Atlanta, Ga., has opened, this new one at Charlotte is located on North Independence boulevard at its intersection with Sharon Amity road, which is one of the few through cross streets on the east side of the city. The shop is about one mile from the nationally famous Charlotte city auditorium and coliseum.

The store is 40x80 feet, with an

enclosed terrace 20x50 feet. The store includes a complete pet department, as well as the usual garden departments, such as seeds, tools and accessories. The terrace features outdoor cookery supplies and power garden equipment. Both the store and the terrace are air-conditioned. The warehouse, which is a part of the same building, is 60x80 feet.

Between the store and the nursery department there is a greenhouse 20x40 feet, from which house plants of various kinds are sold.

The nursery department, which measures 100x100 feet, is covered by lath. Plant beds have concrete walks between them, and the beds themselves are drained with underground tile, to insure proper conditions for the plants. The lath material also extends down the sides of the nursery area, to give partial control of the wind.

The parking area will accommodate 55 cars, while there is room for

street parking of 37 cars. Total area occupied, including nursery storage and parking, is a little less than two acres.

The building, parking, nursery and storage areas were designed by the Ervin Construction Co. of Charlotte, which is a local but nationally famous home-building company. Ervin Construction Co.'s experience in modern homebuilding can be seen in its execution of this operation, particularly in some details of colors and materials, making the store more attractive and pleasant.

Plans for landscaping the area have been made by William C. Pauley, landscape architect, Atlanta, Ga., but will not be fully executed until winter. However, already planted are two new grasses, Emerald zoysia and U-3 Bermuda. Other new grasses will be used. A few outstanding trees and shrubs, as well as the usual type of plantings, will be included.

[Concluded on page 95]



Handsome cabinets and colored flower prints frame the seed display at Hastings' new garden center at Charlotte, N. C.



Walls and roof of Hastings' lath house shade two acres of tile-drained display beds separated by concrete walks.

A Busman's Holiday

Part III. A Visit to Western Garden Centers and Universities

By A. O. Rasmussen

At Lincoln, Neb., after a delicious dinner of fried jumbo prawns, which we know in Pennsylvania as shrimp we retired to the Sleepy Hollow motel. After a refreshing night's rest we viewed the University of Nebraska campus and agricultural grounds, which are quite extensive. Later we visited the Williams Nursery garden center, also located at Lincoln. Harvey Williams, a member of the American Association of Nurserymen, has a nursery of 25 acres. The firm's garden center, opened in 1953, is located at a strategic point along the main thoroughfare and is operated by Mrs. Williams. A landscape architect, Don Gudmunson, is employed to provide landscaping information to the Williams' clients. Advertising is done through the local newspapers, through circulars and by direct mail, including a spring catalog. No television and but little radio advertising have been done by the firm. Most of the sales of deciduous stock are of the bare-root type, with limited sales of container stock. The garden center is ideally laid out, and articles are displayed to catch the customers' eyes quickly.

The Williams nursery has a sales territory extending 25 to 30 miles. This garden center was one of the best which we had seen on our route through Nebraska.

We left Lincoln on Route 77 south, past the Nebraska state prison. After lunch we crossed the Kansas state line. At Marysville, Kan., we stopped to admire the municipal park, with its well-placed play equipment, bandstand and one of the old-time Union Pacific locomotives.

Our next destination, was Manhattan, Kan. We stopped at a motel two miles north of Manhattan, refreshed ourselves and dressed for dinner, being advised that we could get our first real taste of Kansas steak at the Manhattan Club. Our 16-ounce steaks were deliciously prepared and thoroughly enjoyed.

Driving around the campus of Kansas State College next morning we noted the many new buildings which have been or are in the process of being erected. A large new modern field house, with adequate parking facilities for hundreds of cars, was outstanding. Eisenhower Hall and Anderson Hall both were attractive. A recent fire had practi-



Richards Garden Center and Flower Shop, Fort Collins, Colo.

cally destroyed one section of the main agriculture building. We drove to the horticultural greenhouses, 12 in number, but since it was Sunday, no one was available to direct us.

Grasshoppers and Sunflowers

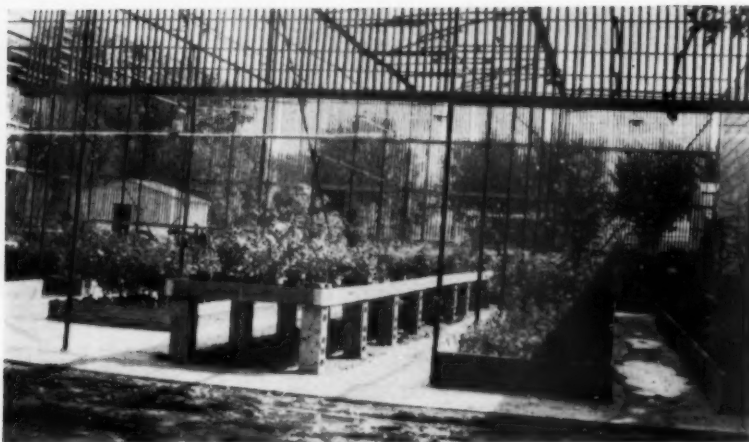
Leaving the campus in midafternoon we could hear the raucous sounds of Kansas grasshoppers. These "critters" are much larger than those to be found in Pennsylvania, and I suppose our Texas friends would still call them midgets. We had wondered why so many people had large screens protecting their car grilles. We found out later when two quarts of these dead grasshoppers were removed from inside our grille. Advice: Invest in a screen.

As we continued our trip we saw millions of the famous Kansas sunflowers growing along the highways and fence rows and in open fields. These flowers greeted us in many states as we traveled onward.

We soon passed the community high school at Chapman, Kan. This was one of the most attractively landscaped schools we had seen since we left the east. Our destination was Abilene, Kan., location of the famous Eisenhower Museum and home of the Eisenhower family. We arrived shortly after noon. A newly planted courthouse and modern high school are to be found a short distance off the main thoroughfare. Plugs of grass have been planted in geometric fashion over the grounds of many



Beds of Container Stock at Richards Garden Center, Fort Collins, Colo.



Lath House of Williams Nursery Garden Center, Lincoln, Neb.

of the homes and community buildings. This was our introduction to such lawn planting.

Eisenhower Museum

We drove up to the old Eisenhower home and noted the brilliant garden of zinnias. Directly to the east of the family residence is the beautiful museum building. There were cars from many states in the parking lot. The museum building itself, with its wide approach and reflecting pools, was built on the former garden site of the Eisenhower family home.

One has to see, firsthand, the magnificent murals and innumerable exhibits in the building in order to be appreciative of them. The murals for the museum were a gift which was made possible by the bequest of Mary Gertrude Abbey, in memory of her late husband, Edwin Austin Abbey, a famous mural painter and illustrator, who was born in Philadelphia in 1852. The National Academy of Design selected two artists, Louis Bouche, of New York, N. Y., and Ross Moffett, of Provincetown, Mass., to execute the project. The murals depict events in the life of Dwight D. Eisenhower from his boyhood to his presidency of the United States. One should not fail to see this inspiring museum if he happens to be in the vicinity of Abilene.

For miles and miles, Route 40 runs parallel with the Union Pacific Railroad. As we approached Russell, Kan., the first oil wells were observed.

Indian Burial Pit

Later that afternoon we stopped to visit the Indian burial pit near Salina, Kan. This is the largest prehistoric burial pit in the middle west and is located on the Price brothers' farm, about two miles off the main highway. Skeletal remains of 146

Indians, which have been preserved, are placed on display as they were discovered in 1936. It is a rather gruesome sight. The building housing these relics was built around this burial area to protect it from the elements. Anyone interested in archaeology should visit there.

We continued, at dusk, to our motel at Hayes. After our dinner at a local restaurant, as we walked back to our motel, we heard sounds to which we were unaccustomed. Inquiring of the motel owner, we were informed that these sounds were coming from coyotes and prairie wolves baying in the plains!

Labor day was beautiful and cool as we continued through Hayes, the site of the Kansas State College experiment station. This town has a large picnic area and a modern sewage filtration plant and is the locale of the Fort Hayes Museum. We passed the boyhood home of Walter Chrysler, at Ellis. At the old cemetery of Ellis we saw hundreds of junipers, sheared to the same shape and size. Continuing on to Oakley, Kan., a newly landscaped park near the eastern entrance to the town met our view. As we continued

through Kansas, large, white grain elevators identified the approach to practically every large town.

Entering the western section of Kansas we noted the desolate wasteland and the many sand dunes. In the distance a large bird settled down on the highway. Not until we had gotten within about 100 feet of it did we realize that we were seeing our first American eagle, which had been feeding upon the remains of a rabbit. As it flew excitedly across the plain we could see that its wingspread was five feet or more. Another eagle, apparently its mate, was soaring several hundred feet in the air, close by.

We had lunch in Cheyenne Wells, Colo., and from then on to Denver the trip was uneventful. We registered at one of the larger motels in Denver. Shortly before dusk, a flock of over 500 small hawks flew out of nowhere over the motel.

Denver Side Trips

My wife and I had both planned to make our initial visit to the Centennial race track at Littleton, Colo. Anticipating that we might see some of the favored horses and celebrated jockeys in action, we found, to our dismay, that on that day there was a horse sale being conducted. We watched for a while and listened to the chant of the auctioneer selling potential and proved race-horse stock for prices ranging from \$125 to \$1,200 per head. Most of the audience was attired in typical western style. Later, we decided to inspect the beautifully planted race track grounds, with their beds of petunias, floribunda roses and zinnias; shrub plantings of Russian olive, mahonias and viburnums, and trees, such as red pine, thornless honey locusts, Chinese elm and aspen.

Since we were disappointed in not seeing a race at Littleton, we drove out to Central City, famous in the

[Continued on page 63]



Kroh Bros. Nurseries' Office and Packing Quarters, Loveland, Colo.



New officers of the Louisiana Association of Nurserymen: Left to right, front row, W. J. Furlong, Joe Vallot, Rene Casadaban and "Plunie" Mouton; back row, James Foret, Frederick Yates, Marshall Mugnier and Gordon Dugal.

Awards Highlight Louisiana Convention

Educational Program Features Talks on Production and Management

By Donald H. Spurlock

Louisiana nurserymen went back to school recently when they met in the mammoth agricultural center on the Louisiana State University campus, Baton Rouge, September 27 and 28 for the annual convention of the Louisiana Association of Nurserymen.

New Officers

New association officers elected at the final business meeting are Joe Vallot, Grandview Nursery, Youngsville, president; W. J. Furlong, Dogwood Hill Nursery, Shreveport, first vice-president; Dr. James Foret, Southwestern Louisiana Institute, secretary, and Gordon Dugal, Dugal's Nursery, Lafayette, treasurer. Directors are Rene Casadaban, Casadaban's Nursery, Abita Springs; "Plunie" Mouton; Marshall Mugnier, Hillside Nursery, Folsom, and Frederick Yates, Folsom.

Another highlight of the 2-day program was the presentation of awards at the banquet held on Friday night, September 27. Price Magee, Folsom Nursery, Folsom, to whom this convention was dedicated, was awarded a plaque in recognition of his achievements in the field of horticulture.

Rene Casadaban was awarded a plaque for his convention exhibit, which had been judged the best of the 56 exhibits on display. The second-place plaque was awarded to Grandview Nursery, Youngsville,

with third place going to Schillings Nursery, Loranger.

The award for the best industrial landscape design executed in Louisiana during 1957 was presented to R. Chappuis, engineer in charge of construction of the new Central Louisiana Electric Cooperative, Bunkie, La. Coy Purkey, Purkey's Landscaping Service, Le Comte, received the landscape architect's award for designing the landscape. These presentations were made by James Lauden, director, region V, American Association of Nurserymen.

Thirty-five persons attended the Louisiana chapter A. A. N. breakfast Saturday morning, September 28. Mr. Lauden stressed the role played by the A. A. N. in disseminating information to small nurserymen. He discussed regulations of the federal trade commission and the internal revenue department as they affect nurserymen. Also discussed were provisions of the wage and hour law and plant quarantine regulations. Mr. Lauden pointed out the fact that the highway beautification program has been active, even though no federal money is available for this purpose. Earl Vallot was elected president of the Louisiana chapter of the A. A. N. Floyd McKee, McKee's Nursery, Covington, will be the delegate to the 1958 convention at Dallas.

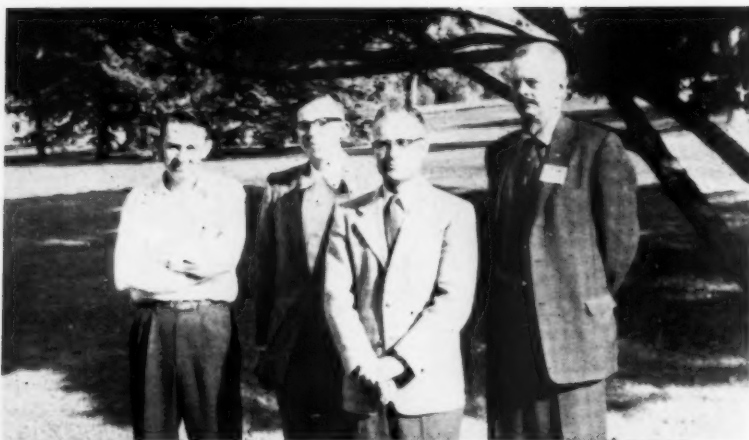
The educational program on Sat-

urday morning featured both production and management topics. A. C. Harper, agricultural economics department, L. S. U., pointed out that the 80 wholesale nurserymen in Louisiana ship more than 70 per cent of their stock to out-of-state markets. His recently completed study indicates a trend toward container-grown stock, which offers several advantages, including year-round sales, complete utilization of space, ease of handling during inclement weather and a solution to the problem of selling small nursery stock. He emphasized that more nursery salesmanship is needed and that the value of landscaping must be pointed out to the public.

Insect Control

The increasing importance and difficulty of controlling insects in the nursery were stressed by Dr. John Roussel, entomologist, of the L. S. U. agricultural experiment station. He pointed out that, while most insects are readily controlled, some have become resistant to the insecticides commonly used and that, in some cases, the backlog of chemicals available for use is rapidly diminishing. To insure good control in the future he recommended efficient and thorough application of insecticides, with a minimum number of applications and proper timing. He warned

[Continued on page 88]



Officers of the newly formed Montana-Wyoming Turf and Nursery Association: Left to right, Russell Dunnington, second vice-president; Duane Anderson, secretary-treasurer; Morris Morgensen, president, and William Hawley, first vice-president.

New Nursery and Turf Group Elects Officers and Hears Talks

By Don M. Langobr Jr.

A new trade association in the nursery field was formed October 1 at the Montana State College, Bozeman, when the Montana-Wyoming Nurserymen's Association and the Montana-Wyoming Turf and Nursery Association merged to form the Montana-Wyoming Turf and Nursery Association. The two groups met at Bozeman September 30 for a 2-day joint convention. It was decided during the course of the meeting that, since many conventioners were members of both organizations and nearly all of them served both as nurserymen and as turfmen in their communities, a single association could be formed to meet the needs of all concerned. Ellis E. Meredith, administrative assistant of the American Association of Nurserymen, assisted with the organizational problems.

New Group's Officers

Officers elected for the newly formed organization were Morris Morgensen, Morgensen Nursery, Casper, Wyo., president; Bill Hawley, Fort Peck, Mont., first vice-president; Russell Dunnington, Dunnington Greenhouses & Nursery, Lewistown, Mont., second vice-president, and Duane Anderson, Cody, Wyo., secretary-treasurer.

The turf association, whose program opened the joint meeting September 30, was officially welcomed to Bozeman by Dr. Vincent Iverson, head of the horticulture department at Montana State College. He turned

the meeting over to Prof. M. M. Afanasiev, plant pathologist at the college, who discussed turf diseases. Professor Afanasiev first recommended that, since the causal organisms of all common turf diseases are continually present, the best control is prevention, which is accomplished by good turf culture. The improvement of lawn care to recommended standards will go far even in checking the progress of an established disease.

Proper choice of lawn mixes is important. Zoysia, while tolerant of drought, does not grow well when subjected to the wide temperature variations of the Montana-Wyoming region. Kentucky bluegrass and Merion bluegrass make the best lawns in the area, but they require ample water through the late summer. Under dry conditions, the Fairway strain of crested wheat grass will provide an adequate, though somewhat coarse, lawn. Fairy ring is a common disease problem of the northwest for which no complete cure has been found. The best practice, according to Professor Afanasiev, is to spade up the affected area, because the fairy-ring mycelium completely seals the ground against water penetration and this seal must be broken before new grass growth will start.

Wyoming Turf Problems

Lloyd Ayers, of the University of Wyoming extension service, Laramie, discussed turf problems encountered

in his state. Among his recommendations was a thorough watering about once a week, rather than frequent light waterings, to encourage deeper rooting. This practice, coupled with that of maintaining a deep turf through the use of a high-cutting mower, should protect lawns in high altitudes from the intense rays of the sun.

The best grasses in use at Laramie, where Mr. Ayers has done much of his experimental work at an altitude of 7,200 feet, seem to be Kentucky and Merion bluegrass, creeping red fescue and Chewings fescue and the Seaside and Colonial varieties of bent grass. Regarding lawn feeding in Wyoming, Mr. Ayers stated that nitrogen is almost always deficient, unless regular feeding has been practiced. Potash is seldom deficient, but phosphorus should be applied in some places. His recommended feeding schedule calls for six to 10 pounds of available nitrogen per 1,000 square feet of turf per year, to be applied in three feedings—during the first week of May, in mid-June and during the last week of August. Where phosphorus is needed, the last feeding should consist of a 10-20-0 fertilizer.

Discusses Climate

After the noon meal, the turfmen conducted a brief business meeting. A discussion on climate was then headed by Joseph Caprio, Montana State College climatologist. Mr. Caprio pointed out the specific factors that make the climate of America's high mountain areas so different from that of the coastal plains or the midwest. The lack of a protective cover of moist air is largely responsible for the temperature extremes. The coldest temperature recordings in the United States (near 70 degrees below zero) have been made in Montana and Wyoming. On the other hand, temperatures as high as 115 degrees occur in the region in summer. Temperature tolerance, therefore, is essential for plants in these states. Intense radiation from the sun is received during the day, but, as a rule, the nights are cool.

Many variations can be found in the microclimates of the area, caused by differences in elevation; structure, moisture content and conductivity of the soil, and other factors. Nearly every aspect of climatology in Montana and Wyoming is characterized by extremes, said Mr. Caprio, which must be considered wherever plants are grown. At the close of the day's meeting, the group visited the newly

[Continued on page 91]

Makers
Linoleum,
Counter C
Sidings; Fil
Horticulture

change "Shock" into "Sock"

with BIRD VITA-BANDS

Grow Better Plants...
Get Better Prices...



Profits grow like magic in Bird containers

Eliminate transplant shock with Bird Vita-Bands — get plenty of "sales sock" into luxurious plants that are economical to grow, mature earlier, command top prices.

You save money with Bird Vita-Bands. You save watering time because Vita-Bands retain moisture longer. You save potting time because Vita-Bands are easily set up and quickly filled with soil. You save space because Vita-Bands take less room than tapered pots. Sides fit snugly together, yet there's plenty of room for healthy root growth.

You get better plants because Vita-Bands eliminate transplant shock by containing roots until transplant time. Vita nutrient feeds plant during initial growth. There's no nitrogen depletion of soil. Plants mature 7 to 10 days earlier.

You get more money for your plants because they're better plants — and they look it. Vita-Bands make handy individual retail containers, too. And they may be used with Bird Gro-Tainers to help you sell plants by the dozen.

Vita-Band "10" contains root growth from 8 to 10 weeks on annuals, perennials and vegetable plants. Vita-Band "H" is heavier — for growing periods up to 40 weeks. Vita-Band "D" contains growth until you let roots through — is not removed at transplant time.

Bird Vita-Bands are available in 8 sizes. They're inexpensive — average price on popular sizes is less than half-a-cent each. Order from your distributor — or send coupon for complete information on this and other Bird Containers.

Bird Peat Pots for free root penetration. Bird Vita-Bands, the nutrient-treated plant bands. Bird Perennial Pots for longer selling season. Bird Vita-Green Pots for small plant retail sales. Bird Gro-Tainer Flats for volume sales.

Bird & Son, Inc., Dept. AN
East Walpole, Massachusetts

Please send me free literature, including prices and growing instructions, on the following:
(Check items on which you want information.)

☐ Peat Pots ☐ Perennial Pots ☐ Gro-Tainer
☐ Vita-Bands ☐ Vita-Green Pots

Name.....

Street & No.....

City & State.....

Makers of Quality Products since 1795
Linoleum, Vinyl Floor Coverings, Vinyl Wall & Counter Coverings; Asphalt Roofing, Insulated Sidings; Fibre & Paper Boxes; Railroad Tie Pads; Horticultural Products



DON'T FORGET LAST YEAR'S FRIGHTFUL LOSSES FROM WINTER DAMAGE!

Last year, millions of dollars' worth of fine planted stock suffered the abuses of winter burn and sunscald through neglect and ignorance.

Millions of dollars' worth of transplanted and established stock may also succumb this year, through ignorance and neglect! Plantsmen who protected their trees last winter saved thousands of dollars of plant material.

Ever since horticulture became a science, gardeners have looked for a simple way of protecting precious shrubs and trees against the ravages of winter . . . and there was no simple way UNTIL WILT-PRUF CAME ALONG!

NOW PLASTICS

Now out of the world of miracle plastics comes a protective coating which, for pennies per application, will resist the nuisances of winter weather without resorting to expensive and bulky wrappings. WILT-PRUF is a harmless plastic liquid, which, when sprayed on plant material, forms a barrier against the cold elements and at the same time retards the shocking water losses and resultant wilt of sun scorch. Similar applications of WILT-PRUF before autumn transplanting assure added plant protection against damage on your fall landscape jobs.

BETTER PROTECTION DEMANDED

Homeowners will be seeking a better solution to these winter problems—because of last year's failures! They will ask many questions—they will want *up-to-date* answers! So why not face the facts? Let them know that economical and effective WILT-PRUF is *your* best weapon against fall and winter damage—and theirs! It is also available as a homeowners' item.

WILT-PRUF protects valuable plant material in many other ways. Get all the details now from your nearest WILT-PRUF distributor, or write for nearest distributor.

NURSERY SPECIALTY PRODUCTS, INC.
CROTON FALLS, N. Y.

COMING EVENTS

MEETING CALENDAR

November 7 and 8—Holly Society of America, summer meeting, Longwood Gardens, Kennett Square, Pa.

November 21 to 23—Plant Propagators Society, annual meeting, Wade Park Manor, Cleveland, O.

December 2 and 3 — Minnesota State Nurserymen's Association, annual convention, Curtis hotel, Minneapolis, Minn.

December 3 to 5 — New York State Nurserymen's Association, short course, Cornell University, Ithaca, N. Y.

December 4 to 6 — Wisconsin Nurserymen's Association, annual convention, Hotel Schroeder, Milwaukee, Wis.

December 9 and 10—Nebraska Association of Nurserymen, winter meeting, Cornhusker hotel, Lincoln, Neb.

December 10 and 11—Arizona Nurserymen's Association, annual convention and short course, Student Union building, University of Arizona, Tucson.

January 2, 1958—Connecticut Nurserymen's Association, winter meeting, Waverly Inn, Cheshire, Conn.

January 6 to 8—Eastern nurserymen's convention, Hotel Roosevelt, New York, N. Y.

January 6 to 8—Western Association of Nurserymen, annual convention, Hotel Muchlebach, Kansas City, Mo.

January 6 to 8 — Indiana Association of Nurserymen, winter meeting, Purdue University, Lafayette, Ind.

January 8 to 10—Indiana Arborists' Association, winter meeting, Purdue University, Lafayette, Ind.

January 9 and 10—Oklahoma State Nurserymen's Association, winter meeting, Mayo hotel, Tulsa, Okla.

January 12 — National Landscape Nurserymen's Association, winter meeting, Hotel La Salle, Chicago, Ill.

January 12 to 14—New York State Arborists' Association, annual meeting and arborists' school, Statler Hall, Cornell University, Ithaca, N. Y.

January 12 to 15—Canadian Association of Nurserymen, annual convention, Windsor hotel, Montreal, Quebec, Canada.

January 13 — National Mail Order Nurserymen's Association, Inc., winter meeting, Hotel La Salle, Chicago, Ill.

January 13 to 15—Illinois State Nurserymen's Association, winter convention, Hotel La Salle, Chicago, Ill.

January 20 to 22—Ohio State University's annual short course for arborists, landscape gardeners and nurserymen, Neil House, Columbus, O.

January 22 and 23 — Connecticut Nurserymen's Association, short course, University of Connecticut, Storrs.

January 22 to 24—Ohio Nurserymen's Association, winter convention, Neil House, Columbus, O.

January 23 and 24—New Jersey Association of Nurserymen, winter meeting, Chalfonte-Haddon Hall hotel, Atlantic City, N. J.

January 26 to 28—Virginia Nursery-
[Continued on page 20]

ADD COLOR

**To Your Dormant
Rose Display...**



One-half actual size.

with

P&D COLOR PRINTS OF 138 VARIETIES

\$13.50 complete set, postpaid

- Beautiful 5 1/2 "x7" cards printed in full color.
- Weather-resistant finish lasts an entire season.
- Includes AARS Winners and the most wanted Popular and Patented Hybrid Teas, Babies, Climbers and Floribundas.

Only \$13.50, postpaid. See complete list at right.

LIST OF ROSE PICTURES AVAILABLE

Nonpatented Hybrid Teas

American Beauty
Angel's Mateu
Autumn
Betty Uprichard
Christopher Stone
Condesa de Sastago
Countess Vandal
Crimson Glory
Dainty Bess
Duquesa de Penaranda
Eclipse
Edith Nellie Perkins
Editor McFarland
Ena Harkness
Etoile de Hollande
Frau Karl Druschki
Girona
Joanna Hill
K. A. Viktorias
Lulu
Margaret McGredy
Mme. Ed. Herriot
Mme. Jules Bouche
Mrs. Charles Bell
Mrs. E. P. Thom
Mrs. P. S. du Pont
Mrs. Sam McGredy
McGredy's Ivory
McGredy's Scarlet
McGredy's Yellow
Nigger Boy
Picture
Pink Dawn
Poinsettia
President Hoover
Radiance
Red Radiance
Shining Star
Signora
Sister Therese
Snowbird
Talisman
Texas Centennial
The Doctor
Virgo
Will Rogers

Nonpatented Floribundas

Betty Prior
Cecile Brunner
Charlie McCarthy
Else Poulsen
Eutin
Floradora
Frensham
Garnette
Improved Lafayette
Poulsen's Bedder
Red Ripples
Rose Elle
Royal Chinook
Snowbank
The Fairy

Nonpatented Climbers

Cl. American Beauty
Cl. Cecile Brunner
Cl. City of New York
Cl. Doubleloons
Cl. Etoile de Hollande
Cl. Gold Rush
Cl. New Blaze
Cl. New Dawn
Cl. Paul's Lemon Pillar
Cl. President Hoover
Cl. Snowbird
Cl. Talisman
Cl. White Dawn

Patented Hybrid Teas

Blanche Mallerin
Buccaneer
Burnaby
Capistrano
Charlotte Armstrong
Chrysler Imperial
Confidence
Dean Collins
First Love
Fort Knox
Fort Vancouver
Forty-Niner
Fred Edmunds
Fred Howard
Golden Masterpiece
Good News
Grande Duchesse Charlotte
Helen Traubel
Love Song
Lowell Thomas
Mirandy
Mme. Henri Guillot
Mojave
Montezuma
New Yorker
Nocturne
Peace
Pink Favorite
Queen Elisabeth
Roundelay
Saturnia
Sutters Gold
Tallyho
The Duke
Tiffany
White Knight

Patented Floribundas

Amy
Carrousel
Circus
Encore
Fashion
Fusilier
Gold Cup
Goldilocks
Jimmy Cricket
Ma Perkins
Pinkie
Pinocchio
Red Pinocchio
Spartan
Vogue
White Bouquet
World's Fair

Patented Climbers

Cl. Blossom Time
Cl. Chrysler Imperial
Cl. Coral Dawn
Cl. Crimson Glory
Cl. Dr. J. H. Nicolas
Cl. Gladiator
Cl. Golden Showers
Cl. High Noon
Cl. Parade
Cl. Pinkie
Cl. Spectacular

PETERSON & DERING • Rose Growers • Scappoose, Oregon

CARTWRIGHT NURSERIES

COLLIERVILLE, TENN. Phone: Ulysses 3-233

FALL, 1957

All nursery stock is sold F.O.B. Collierville, Tenn.; however, we will, if desired, arrange for delivery of stock to purchaser. We have access to a large fleet of refrigerator trucks, which can be hired on a mileage basis, so as to provide very economical and safe transportation. In any event stock travels at the risk of the purchaser.

Our stock is individually graded and tagged by a competent superintendent before it is dug and is graded and handled as carefully as possible to insure delivery to you of top-quality stock in good condition. Claims made within 10 days of receipt of stock will receive careful consideration. Our grades are at least up to American Association standards and are often better. Come to the nursery and see our stock in the fields.

All prices are subject to change without notice and all prices are based on truck-load or carload quantities.

We have 850,000 B&B evergreens ready for market this season in our 1500-acre nursery.

CONIFERS

All of our Junipers are many times sheared, none of them less than eight times, and many of our arborescences are also sheared. This stock is of specimen quality and guaranteed to please.

Arborvitae, orientalis Baker
24 to 30 ins. \$1.00
30 to 36 ins. 1.40
3 to 4 ft. 2.00

Arborvitae, orientalis Berckmans
(Berckmans Dwarf Golden)
12 to 15 ins. 1.00
15 to 18 ins. 1.25
18 to 24 ins. 1.60
24 to 30 ins. 2.00

Arborvitae, orientalis Blue Cone
18 to 24 ins. 1.00
24 to 30 ins. 1.35
30 to 36 ins. 1.60
3 to 4 ft. 2.20

Arborvitae, orientalis Bonita
15 to 18 ins. 1.25
18 to 24 ins. 1.60
24 to 30 ins. 2.00
30 to 36 ins. 2.50
3 to 4 ft. 3.00

Arborvitae, orientalis Excelsa
30 to 36 ins. 1.50
3 to 4 ft. 2.00
4 to 5 ft. 2.00
5 to 6 ft. 4.00

Arborvitae, orientalis fruitlandi
(Dark Green Berckmans)
18 to 24 ins. 1.50
24 to 30 ins. 1.75
30 to 36 ins. 2.25

Arborvitae, orientalis newarkii
24 to 30 ins. 1.25
30 to 36 ins. 1.50
3 to 4 ft. 2.00
4 to 5 ft. 3.00
5 to 6 ft. 4.00

Arborvitae, American Dark Green
24 to 30 ins. 1.50
30 to 36 ins. 2.25
3 to 4 ft. 3.00
4 to 5 ft. 3.75

Arborvitae, American Pyramidal
24 to 30 ins. 1.50
30 to 36 ins. 2.25
3 to 4 ft. 3.00
4 to 5 ft. 3.75

Arborvitae, American compacta erecta globosa
15 to 18 ins. 1.35
18 to 24 ins. 1.75
24 to 30 ins. 2.25

Arborvitae, American Globe (globosa)
12 to 15 ins. 1.25
15 to 18 ins. 1.60
18 to 24 ins. 2.00
24 to 30 ins. 2.50

Cedrus atlantica
2 to 3 ft. 1.50
3 to 4 ft. 2.50
4 to 5 ft. 3.50

Cedrus deodara
2 to 3 ft. \$1.50
3 to 4 ft. 2.50
4 to 5 ft. 3.50
5 to 6 ft. 5.00
6 to 8 ft. 7.50

Cypress, Blue Lawson
15 to 18 ins. 1.00
18 to 24 ins. 1.25
24 to 30 ins. 1.50
30 to 36 ins. 1.75
3 to 4 ft. 2.50

Chamaecyparis Cyano Viridis
18 to 24 ins. 1.25
24 to 30 ins. 1.75
30 to 36 ins. 2.00

Juniper, Andorra
15 to 18 ins. 1.20
18 to 24 ins. 1.60

Juniper, Golden Canadian
15 to 18 ins. 1.20

Juniper, hetzi glauca
15 to 18 ins. 1.25
18 to 24 ins. 1.75
24 to 30 ins. 2.25
30 to 36 ins. 3.00

Juniper, hetzi glauca, staked pyramids
2 to 3 ft. 2.50
3 to 4 ft. 3.50

Juniper, chinensis pfitzeriana
Many times sheared, very heavy
12 to 15 ins. 1.10
15 to 18 ins. 1.50
18 to 24 ins. 2.00
24 to 30 ins. 2.75
30 to 36 ins. 3.50

Juniper, pfitzeriana Blue
15 to 18 ins. 1.50
18 to 24 ins. 2.00

Juniper, pfitzeriana compacta
12 to 15 ins. 1.10
15 to 18 ins. 1.50
18 to 24 ins. 2.00
24 to 30 ins. 2.75
30 to 36 ins. 3.50

Juniper, pfitzeriana Golden
15 to 18 ins. 1.50
18 to 24 ins. 2.00

Juniper, pfitzeriana nana
12 to 15 ins. 1.10
15 to 18 ins. 1.50
18 to 24 ins. 2.00
24 to 30 ins. 2.75

Juniper, chinensis procumbens
12 to 15 ins. 1.00
15 to 18 ins. 1.50
18 to 24 ins. 2.00

Juniper, densa glauca
2 to 3 ft. 1.75
3 to 4 ft. 2.50

Juniper, excelsa stricta
15 to 18 ins. 1.20
18 to 24 ins. 1.50
24 to 30 ins. 2.00
30 to 36 ins. 2.75

Juniper, fastigiata
24 to 30 ins. \$1.50
30 to 36 ins. 2.50
3 to 4 ft. 3.50
4 to 5 ft. 5.00

Juniper, virginiana repandens
15 to 18 ins. 1.00
18 to 24 ins. 1.25
24 to 30 ins. 1.50
30 to 36 ins. 1.75
3 to 4 ft. 2.50

Juniper, sabin
12 to 15 ins. 1.00
15 to 18 ins. 1.25
18 to 24 ins. 1.50
24 to 30 ins. 1.75

Juniper, sabin vonehron
15 to 18 ins. 1.25
18 to 24 ins. 1.50
24 to 30 ins. 1.75

Juniper, sabin vonehron, staked pyramids
24 to 30 ins. 1.20
30 to 36 ins. 1.60
3 to 4 ft. 2.20

Juniper, sargentii
15 to 18 ins. 1.20
18 to 24 ins. 1.50

Juniper, scopulorum kenyonii
18 to 24 ins. 1.25
24 to 30 ins. 1.75
30 to 36 ins. 2.25

Juniper, squamata meyeri
15 to 18 ins. 1.50
18 to 24 ins. 2.00

Juniper, sylvestris
2 to 3 ft. 1.00
3 to 4 ft. 1.50
4 to 5 ft. 2.00

Juniper, virginalis
15 to 18 ins. 1.25
18 to 24 ins. 1.50
24 to 30 ins. 1.75

Juniper, virginiana burki, well-sheared
2 to 3 ft. 1.00
3 to 4 ft. 1.50
4 to 5 ft. 2.00

Juniper, virginiana canescens, well-sheared
2 to 3 ft. 1.00
3 to 4 ft. 1.50
4 to 5 ft. 2.00

Juniper, virginiana Dundee, well-sheared
2 to 3 ft. 1.00
3 to 4 ft. 1.50
4 to 5 ft. 2.00

Juniper, virginiana glauca
2 to 3 ft. 1.00
3 to 4 ft. 1.50
4 to 5 ft. 2.00

Pinus nigra (Austrian Pine)
2 to 3 ft. 1.00
3 to 4 ft. 1.50
4 to 5 ft. 2.00

Pinus mughus (Mugho Pine)
12 to 15 ins. 1.00
15 to 18 ins. 1.50

Pinus strobus (White Pine)
2 to 3 ft. 1.00
3 to 4 ft. 1.50

BROAD-LEAVED EVERGREENS

all broad-leaved evergreens are well-sheared specimen stock. Most of them many sheared, and the quality is guaranteed please you.

<i>Magnolia grandiflora</i>	to 3 ft.	\$1.00
	to 4 ft.	1.25
<i>Magnolia laurifolia</i>	to 18 ins.	1.50
<i>Magnolia sempervirens</i> , light grade	to 15 ins.	1.00
	to 18 ins.	1.50
<i>Magnolia decora lactea</i>	to 24 ins.	1.00
	to 3 ft.	1.50
<i>Magnolia franchetii</i>	to 3 ft.	1.50
<i>Magnolia fruitlandii</i>	to 3 ft.	1.00
	to 4 ft.	1.50
<i>Magnolia simoni</i>	to 3 ft.	1.00
	to 4 ft.	1.50
<i>Magnolia alatus compactus</i>	to 30 ins.	1.50
	to 36 ins.	2.00
<i>Magnolia coloratus</i>	to 24 ins.	1.00
	to 3 ft.	1.25
<i>Magnolia patens</i>	to 24 ins.	1.00
	to 30 ins.	1.25
	to 36 ins.	1.50
	to 4 ft.	2.00
<i>Magnolia burfordii</i>	Larger size with berries, selected well-berried plants, 20% extra.	
	to 18 ins.	1.00
	to 24 ins.	1.25
	to 30 ins.	1.50
	to 36 ins.	2.00
	to 4 ft.	2.75
	to 5 ft.	3.50
<i>Magnolia femina</i>	to 24 ins.	1.50
	to 30 ins.	2.00
	to 36 ins.	2.50
	to 4 ft.	3.25
<i>Magnolia rotunda</i> , very dwarf type	to 15 ins.	1.25
	to 18 ins.	1.75
<i>Magnolia convexa</i> (bullata), well-sheared, compact	to 15 ins.	1.00
	to 18 ins.	1.25
	to 24 ins.	1.75
	to 30 ins.	2.25
<i>Magnolia helleri</i> , very dwarf, 1-gal. can	to 12 ins.	1.00
-sheared		
<i>Magnolia latifolia</i>	to 18 ins.	1.00
<i>Magnolia Bilozi</i> , selected type similar to convexa, but stronger grower	to 18 ins.	1.00
	to 24 ins.	1.50
	to 30 ins.	2.00
<i>Magnolia repandens</i> , dwarf, spread- ing compact	to 18 ins.	1.25
	to 24 ins.	1.75
<i>Magnolia rotundifolia</i> , well-sheared, very heavy	to 15 ins. ....	.80
	to 18 ins.	1.00
	to 24 ins.	1.50
	to 30 ins.	2.00
	to 36 ins.	2.50

Ilex glabra
15 to 18 ins. \$1.25

Ilex opaca, seedlings, sheared
2 to 3 ft. 1.50
3 to 4 ft. 2.50
4 to 5 ft. 3.50
5 to 6 ft. 5.00

Ilex opaca Croonenburg
2 to 3 ft. 2.00
3 to 4 ft. 3.00
4 to 5 ft. 4.00
5 to 6 ft. 5.00

Ilex East Palatka
2 to 3 ft. 2.00
3 to 4 ft. 3.00
4 to 5 ft. 4.00
5 to 6 ft. 5.00
6 to 8 ft. 7.50
8 to 10 ft. 12.50
10 to 12 ft. 17.50

Ilex fosteri No. 2
2 to 3 ft. 2.00
3 to 4 ft. 3.00

Ilex opaca howardi
2 to 3 ft. 2.00
3 to 4 ft. 3.00
4 to 5 ft. 4.00
5 to 6 ft. 5.00

Ilex opaca Hume No. 2
2 to 3 ft. 2.00
3 to 4 ft. 3.00
4 to 5 ft. 4.00
5 to 6 ft. 5.00

Ilex opaca Reynolds
2 to 3 ft. 2.00
3 to 4 ft. 3.00

Ilex vomitoria, well-sheared, very good
18 to 24 ins. 1.00
24 to 30 ins. 1.50
30 to 36 ins. 2.00
3 to 4 ft. 2.50
4 to 5 ft. 3.00
5 to 6 ft. 4.00

Ilex vomitoria nana, very dwarf type
12 to 15 ins. 1.25
15 to 18 ins. 1.75

Ilex vomitoria Pride of Houston, heavily sheared
18 to 24 ins. 1.00
24 to 30 ins. 1.50
30 to 36 ins. 2.00
3 to 4 ft. 2.50
4 to 5 ft. 3.00

Illicium anisatum
2 to 3 ft. 1.25

Jasmine, floridum
15 to 18 ins. 1.00
18 to 24 ins. 1.25
24 to 30 ins. 1.50

Ligustrum lucidum (Black Wax)
24 to 30 ins. 1.00
30 to 36 ins. 1.25

Ligustrum lucidum, Griffin type
24 to 30 ins. 1.00
30 to 36 ins. 1.25

Ligustrum lucidum (Suwannee River)
15 to 18 ins. 1.75
18 to 24 ins. 2.25
24 to 30 ins. 2.75

Laurocerasus caroliniana (Cherry Laurel), heavily sheared
2 to 3 ft. 1.25
3 to 4 ft. 1.50
4 to 5 ft. 2.50
5 to 6 ft. 3.50
6 to 8 ft. 5.00

Loropetalum Chinense (Texas Fringe)
18 to 24 ins. 1.25
24 to 30 ins. 1.50
30 to 36 ins. 2.00

Magnolia grandiflora
2 to 3 ft. 2.00
3 to 4 ft. 3.00
4 to 5 ft. 4.00
5 to 6 ft. 5.00
6 to 8 ft. 7.50

Magnolia glauca
2 to 3 ft. \$1.50
3 to 4 ft. 2.50
4 to 5 ft. 3.50
5 to 6 ft. 5.00
6 to 8 ft. 7.50

Nandina domestica
15 to 18 ins.80
18 to 24 ins. 1.00
24 to 30 ins. 1.25
30 to 36 ins. 1.50
3 to 4 ft. 2.00

Osmanthus aquifolium
24 to 30 ins. 1.50
30 to 36 ins. 2.00

Osmanthus fortunei
18 to 24 ins. 1.25
24 to 30 ins. 1.50

Viburnum burkwoodii
18 to 24 ins. 1.50
24 to 30 ins. 1.75
30 to 36 ins. 2.00

DECIDUOUS TREES,
B&B

Cornus florida (White Dogwood)
2 to 3 ft. \$1.00
3 to 4 ft. 1.50
4 to 5 ft. 2.00
5 to 6 ft. 2.75
6 to 8 ft. 4.00

Cornus florida rubra (Pink-Flowering Dogwood)
24 to 30 ins. 1.50
30 to 36 ins. 2.00
3 to 4 ft. 3.00

Magnolia soulangeana (Pink Magnolia)
2 to 3 ft. 2.00
3 to 4 ft. 2.75
4 to 5 ft. 3.50
5 to 6 ft. 4.50

Magnolia soulangeana nigra (Purple Magnolia)
2 to 3 ft. 1.50
3 to 4 ft. 2.25
4 to 5 ft. 3.00
5 to 6 ft. 4.00

Magnolia rustica rubra (Red Magnolia)
4 to 5 ft. 3.50
5 to 6 ft. 4.00

Magnolia stellata (Dwarf Star Magnolia)
2 to 3 ft. 3.00

GALLON-SIZE
CONTAINER-GROWN
STOCK

80¢ each
Arborvitae, Berkman
Arborvitae, Blue Cone
Juniper, pfitzeriana
Juniper, pfitzeriana compacta
Juniper, excelsa stricta
Juniper, fastigiata (Improved Irish)
Juniper, hetero glauca
Juniper, sabinia
Magnolia grandiflora
Ilex burfordii
Ilex rotundifolia
Ilex convexa (bullata)
Ligustrum lucidum
Pyracantha formosana, red
Pyracantha lalandi, orange
Gardenia fortunei

PREMIUM QUALITY
LAWN GRASS

Zoysia Matrella \$2.00 sq. yd.
Zoysia Meyer Z-52 2.00 sq. yd.
Zoysia Emerald 2.00 sq. yd.
Tifine, Hybrid Bermuda (Tifton 127) 2.00 sq. yd.

ARTWRIGHT NURSERIES,

COLLIERVILLE,
TENN.

BEATS HAND RAKING!



York RAKE

operated by one man, replaces a whole crew of hand rakers — saves its cost on the first good job. Yes, with a York Mechanical Landscaping Rake, you can do more jobs faster, better and at lower cost.

Rakes stones, roots debris . . . grades, levels and mulches soil . . . spreads topsoil . . . spreads stone or gravel for driveways . . . with (optional) blade attached can be used for ditching, terracing or reversed for bulldozing, backfilling, snowplowing.

The York Rake permits smaller landscapers to bid on the big jobs—parks, athletic fields, industrial parks, golf courses, outdoor theaters, etc.—as well as making more profit on residential jobs.

The York Rake is engineered and built to withstand years of hard use. Teeth are heavy-duty alloy spring steel. The rake is quickly adjustable to 5 different angles both forward and re-

verse . . . can easily be raised, lowered or tilted from tractor seat. Model RE fits tractors with 3-point hitch, lighter models for Farmall Cub and Massey-Harris Pony and Pacer.

Get free descriptive literature, prices and name of nearest dealer—Mail coupon today!



York Modern Corp.
Dept. N-711
Unadilla, N. Y.

Please rush full information on the York Mechanical Landscaping Rake, also name of nearest dealer.

Name.....

Street.....

City..... P.O. Zone..... State.....

PLUMFIELD NURSERIES, Inc.

P. O. Box 7

FREMONT, NEB.

TERMS: Cash unless satisfactory credit is established. Packing at cost.

DECIDUOUS SEEDLINGS:	Per 100	Per 1000
Acer ginnala (Ginnala Maple)		
6 to 12 ins.	\$ 3.00	\$25.00
Acer negundo (Box Elder)		
12 to 18 ins.	2.40	20.00
6 to 12 ins.	1.40	12.00
Ampelopsis viticifolia (Boston Ivy)		
2-yr., No. 1, S.	30.00	250.00
2-yr., medium, S.	20.00	150.00
Celtis occidentalis (Hackberry)		
2 to 3 ft.	6.50	60.00
18 to 24 ins.	4.50	40.00
6 to 12 ins.	1.80	15.00
Clematis ligusticifolia		
8 to 15 ins., 1-yr.	4.50	40.00
Crataegus arnoldiana		
12 to 18 ins.	5.50	50.00
6 to 12 ins.	4.00	35.00
Elaeagnus commutata (Silverberry)		
18 to 24 ins.	6.50	60.00
12 to 18 ins.	5.50	50.00
6 to 12 ins.	4.00	35.00
Fraxinus lanceolata (Green Ash)		
3 to 4 ft.	5.60	50.00
2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.20	28.00
12 to 18 ins.	2.40	20.00
Gleditsia triacanthos inermis (Thornless Honey Locust)		
3 to 4 ft.	8.00	75.00
2 to 3 ft.	5.00	45.00
6 to 12 ins.	1.70	14.00

HARDY UNDERSTOCKS FOR THE NORTH

	Per 100	Per 1000
Malus Columbia		
No. 1	\$5.50	\$50.00
No. 2	4.50	40.00
No. 3	3.00	25.00
Malus Hops		
No. 1	5.50	50.00
No. 2	4.50	40.00
No. 3	3.00	25.00
Malus Manchurica		
No. 1	5.50	50.00
No. 2	4.50	40.00
No. 3	3.00	25.00
Malus Rosybloom		
No. 1	5.50	50.00
No. 2	4.50	40.00
No. 3	3.00	25.00

	Per 100	Per 1000
Morus tatarica (Russian Mulberry)		
18 to 24 ins.	\$ 3.20	\$28.00
12 to 18 ins.	2.40	20.00
6 to 12 ins.	1.40	12.00
Prunus americana (Native Plum)		
1/2-in. cal.	4.50	40.00
No. 1	4.00	35.00
No. 2	2.90	25.00
No. 3	2.10	18.00
Prunus armeniaca (Siberian Apricot)		
2 to 3 ft.	8.00	75.00
18 to 24 ins.	6.50	60.00
6 to 12 ins.	2.50	20.00
Prunus besseyi (Western Sand Cherry)		
2 to 3 ft.	8.00	75.00
18 to 24 ins.	5.50	50.00
12 to 18 ins.	3.50	30.00
6 to 12 ins.	2.50	20.00
Prunus melanocarpa (Chokecherry)		
12 to 18 ins.	5.50	50.00
6 to 12 ins.	4.50	40.00
Prunus serotina (Wild Black Cherry)		
2 to 3 ft.	5.50	50.00
18 to 24 ins.	4.50	40.00
12 to 18 ins.	3.50	30.00
6 to 12 ins.	2.50	20.00
Prunus tenella (Russian Almond)		
12 to 18 ins.	5.50	50.00
6 to 12 ins.	4.00	35.00
Prunus tomentosa (Nanking Cherry)		
2 to 3 ft.	14.00	120.00
18 to 24 ins.	8.50	80.00
12 to 18 ins.	6.00	55.00
Prunus triloba		
2 to 3 ft.	15.00	130.00
18 to 24 ins.	9.00	85.00
12 to 18 ins.	6.50	60.00
6 to 12 ins.	3.00	25.00

	Per 100	Per 1000
Pyrus ussuriensis (Korean Pear)		
No. 1	\$5.50	\$50.00
No. 2	5.00	45.00
No. 3	4.50	40.00
Quercus palustris (Pin Oak)		
2 to 3 ft.	15.00	140.00
18 to 24 ins.	12.00	110.00
12 to 18 ins.	8.50	80.00
9 to 12 ins.	7.00	65.00
Quercus rubra (Red Oak)		
2 to 3 ft.	15.00	140.00
12 to 18 ins.	3.20	28.00
9 to 12 ins.	7.00	65.00
6 to 9 ins.	5.50	50.00
Robinia pseudoacacia (Black Locust)		
2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.20	28.00
12 to 18 ins.	2.40	20.00
Ulmus americana (American Elm)		
2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.20	28.00
Ulmus pumila (Chinese Elm)		
2 to 3 ft.	4.50	40.00
18 to 24 ins.	3.20	28.00
6 to 12 ins.	1.40	12.00
Shepherdia argentea (Buffalo Berry)		
6 to 12 ins.	4.00	35.00

Send us your list for quotations on large quantities.

	Each 10	Each 100	Each 1000
LINING-OUT EVERGREENS:			
Bare-root.			
Admirabilis Creeping Juniper			
12 to 15 ins., TTT.	\$0.75	\$0.70	\$0.65
9 to 12 ins., TTT.	.60	.55	.50
Andorra Juniper			
12 to 15 ins., TTT.	.75	.70	.65
9 to 12 ins., TTT.	.60	.55	.50
Irish Juniper			
6 to 9 ins., TTT.	.45	.40	.35
Pfitzer Juniper			
15 to 18 ins., TTT.	1.10	1.00	.90
12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
6 to 9 ins., TTT.	.45	.40	.35
Gold Tip Pfitzer Juniper			
12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
6 to 9 ins., TTT.	.45	.40	.35
Hetz Juniper			
18 to 24 ins., TTT.	1.45	1.35	1.25
15 to 18 ins., TTT.	1.10	1.00	.90
12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
6 to 9 ins., TTT.	.45	.40	.35
Savin Juniper			
18 to 24 ins., TTT.	1.45	1.35	1.25
15 to 18 ins., TTT.	1.10	1.00	.90
12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
Thuja americana pyramidalis			
15 to 18 ins., TTT.	1.10	1.00	.90
12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
Woodward Globe Arborvitae			
9 to 12 ins., TTT.	.70	.65	.60
6 to 9 ins., TTT.	.45	.40	.35

	Each Per 5	Each Per 100
CANNED EVERGREENS:		
Andorra Juniper		
1-gal. can	\$1.25	\$1.10
Irish Juniper		
1-gal. can	1.25	1.10
Pfitzer Juniper		
1-gal. can	1.45	1.35
Hetz Juniper		
1-gal. can	1.45	1.35
Savin Juniper		
1-gal. can	1.45	1.35
Juniperus virginiana		
1-gal. can		
18 to 24 ins.	1.40	1.30
2 to 3 ft.	1.50	1.40
Koster Juniper		
1-gal. can	1.45	1.35
Taxus cuspidata		
1-gal. can	1.50	1.40
Woodward Globe Arborvitae		
1-gal. can	1.25	1.10
Euonymus alatus compactus		
1-gal. can	1.00	.90
Canned evergreens packed 5 to a basket.		
PROMPTLY AVAILABLE.		

last day of the convention, preceding the banquet. Dates for the event are January 13 to 15.

EASTERN SESSIONS

The 1958 convention of the eastern nurserymen will be held, as it was last year, at the Hotel Roosevelt, New York, N. Y. The nurserymen will attend sessions from January 7 to 9.

OKLAHOMANS NAME TULSA

Program arrangements will shortly be announced for the winter meeting of the Oklahoma State Nurserymen's Association, Inc., according to Harold R. Nickel, association president. The Mayo hotel, Tulsa, Okla., will be the meeting place for the Oklahomans January 9 and 10.

CHICAGO LANDSCAPE MEET

January 12 is the date set for the midwinter conference of the National Landscape Nurserymen's Association. Members of the group will meet at the Hotel La Salle, Chicago, Ill. This meeting will be held a day prior to the Illinois State Nurserymen's Association annual convention as in previous years.

NEW YORK ARBORISTS

The dates for the 1958 annual meeting and arborists' school of the New York State Arborists' Association have been set as January 12 to 14. The sessions of the meeting and school will be held at Statler Hall, Cornell University, Ithaca, N. Y.

CANADIANS CHANGE SITE

Members of the Canadian Association of Nurserymen's convention committee are working out details of the group's 35th annual convention, which is scheduled for January 12 to 15. According to J. R. Burns, secretary-treasurer, the meeting will be held at the Windsor hotel, Montreal, Que., and is the first annual convention to be held outside the province of Ontario.

NEW JERSEY'S TWO DATES

The New Jersey Association of Nurserymen will divide its winter meeting into two parts, as has been customary in past years. According to William E. Snyder, secretary, the first part of the meeting will take place January 23 and 24 at the Chalfonte-Haddon Hall hotel, Atlantic City, N. J. The second part, to be held in conjunction with

Boyd's

QUALITY EVERGREENS

AT REASONABLE PRICES



CLOSE-UP VIEW OF BOYD'S PFITZER JUNIPER

Juniper pfitzeriana (Pfitzer Juniper)

	Per 10	Per 100
12 to 15 ins., B&B	\$15.00	\$135.00
15 to 18 ins., B&B	18.50	165.00
18 to 24 ins., B&B	22.50	200.00

Juniper pfitzeriana compacta (Dwarf Compact Pfitzer)

15 to 18 ins., B&B	22.50	200.00
18 to 24 ins., B&B	27.50	225.00

Juniper, sabina (Savin Juniper)

15 to 18 ins., B&B	15.00	125.00
18 to 24 ins., B&B	17.50	150.00
24 to 30 ins., B&B	20.00	175.00

Juniperus glauca hetzi

15 to 18 ins., B&B	15.00	135.00
18 to 24 ins., B&B	17.50	165.00
24 to 30 ins., B&B	22.50	200.00

Juniper, hibernica fastigiata (communis fastigiata) (Narrow-Type Irish Juniper)

18 to 24 ins., B&B	15.00	125.00
24 to 30 ins., B&B	17.50	150.00

Juniper, Blue Haven (Blue Cedar)

Very colorful. It is a columnar-type Scopulorum that becomes more compact and beautiful with age. Outstanding blue foliage.

2 to 3 ft., B&B	27.50	250.00
3 to 4 ft., B&B	37.50	350.00

Juniper, excelsa stricta (Spiny Greek Juniper)

12 to 15 ins., B&B	15.00	125.00
15 to 18 ins., B&B	17.50	150.00
18 to 24 ins., B&B	20.00	175.00
24 to 30 ins., B&B	22.50	200.00

Write for our new fall catalog if you have not received your copy.

All plants sold F.O.B. McMinnville, Tenn. Can furnish in truck or car load lots.

Juniper, ashfordi

	Per 10	Per 100
18 to 24 ins., B&B	\$17.50	\$150.00
24 to 30 ins., B&B	20.00	175.00

Juniper, hibernica (Irish)

18 to 24 ins., B&B	12.50	100.00
24 to 30 ins., B&B	15.00	125.00
30 to 36 ins., B&B	17.50	150.00

Arborvitae, Baker's (Baker's Arborvitae)

18 to 24 ins., B&B	15.00	125.00
24 to 30 ins., B&B	17.50	150.00
30 to 36 ins., B&B	20.00	175.00

Arborvitae, globosa (American Globe)

15 to 18 ins., B&B	17.50	150.00
18 to 24 ins., B&B	20.00	175.00

Arborvitae, aurea nana (Berckmans Golden)

15 to 18 ins., B&B	17.50	150.00
18 to 24 ins., B&B	20.00	175.00

Arborvitae, fruitlandi (Green Berckmans)

15 to 18 ins., B&B	20.00	175.00
18 to 24 ins., B&B	25.00	200.00

Arborvitae, Woodward Globe

15 to 18 ins., B&B	18.50	165.00
18 to 24 ins., B&B	22.50	200.00

Arborvitae, Bonita

12 to 15 ins., B&B	15.00	125.00
15 to 18 ins., B&B	17.50	150.00

Arborvitae, pyramidalis (Pyramidal)

18 to 24 ins., B&B	17.50	150.00
24 to 30 ins., B&B	20.00	175.00
30 to 36 ins., B&B	22.50	200.00
3 to 4 ft., B&B	27.50	250.00

Retinospora plumosa aurea

(Golden Plume Retinospora)

15 to 18 ins., B&B	12.50	100.00
18 to 24 ins., B&B	15.00	125.00
24 to 30 ins., B&B	17.50	150.00

Cornus florida rubra (Pink Dogwood)

	Per 10	Per 100	Per 1000
3 to 4 ft., 2-yr., br.	\$ 22.50	\$200.00	\$1750.00
4 to 5 ft., 3-yr., br.	32.50	300.00	2750.00
5 to 6 ft., 3-yr., heavy, br.	47.50	450.00	4000.00
6 to 8 ft., 4-yr., heavy, br.	75.00	700.00	
8 to 10 ft., 5-yr., heavy, br.	100.00		

(B&B—50c extra per tree)

BOYD NURSERY CO.

McMinnville, Tenn.

Bundle of 15 Musser seedlings, at right, compared with bundle of 15 ordinary seedlings.

As much difference in seed as in common and purebred cattle.

MUSSER TREES GROW BEST—

because—GOOD HEREDITY and CAREFUL SELECTION of SEED—SCIENTIFIC CULTURE IN THE NURSERY assure HEAVY ROOTS and STURDY TOPS. Our TREMENDOUS VOLUME enables us to offer MORE for YOUR MONEY.

SEEDLINGS AND TRANSPLANTS AT LOW, QUANTITY PRICE

	Per 100	Per 1000		Per 100	Per 1000
● SPECIAL STRAIN SCOTCH PINE					
Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed specimens, with rich color.					
2-yr., S., 4 to 8 ins.	\$ 7.00	\$ 35.00			
4-yr., T., 8 to 14 ins.	20.00	100.00			
● MUGHO PINE					
4-yr., S., 5 to 10 ins.	10.00	50.00			
5-yr., T., 6 to 12 ins.	25.00	125.00			
● AUSTRIAN PINE					
3-yr., S., 8 to 14 ins.	9.00	45.00			
● BLACK HILLS SPRUCE					
3-yr., S., 4 to 8 ins.	7.00	35.00			
4-yr., S., 5 to 10 ins.	10.00	50.00			
4-yr., T., 5 to 10 ins.	17.00	85.00			
● NORWAY SPRUCE—Fast-growing					
Special strain of our own collection.					
2-yr., S., 5 to 10 ins.	7.00	35.00			
3-yr., S., 8 to 14 ins.	10.00	50.00			
4-yr., T. (2-2), 10 to 14 ins.	20.00	100.00			
Excellent understock.					
● WHITE SPRUCE					
3-yr., S., 8 to 12 ins.	9.00	45.00			
● COLORADO BLUE SPRUCE					
3-yr., S., 8 to 12 ins.	12.00	60.00			
5-yr., T., 8 to 12 ins.	35.00	175.00			
● DOUGLAS FIR					
3-yr., S., 5 to 10 ins.	9.00	45.00			
● AMERICAN ARBORVITAE					
3-yr., S., 6 to 10 ins.	8.00	40.00			
● CANADIAN HEMLOCK					
3-yr., S., 8 to 14 ins.	20.00	100.00			
● RED BARBERRY					
2-yr., S., 6 to 12 ins.	8.00	40.00			
● CONCOLOR FIR					
2-yr., S., 3 to 6 ins.	10.00	50.00			
● JAPANESE YEW					
<i>Taxus cuspidata capitata—upright pyramidal</i>					
2-yr., S., 3 to 6 ins.	\$20.00	\$175.00			
<i>Taxus cuspidata—spreading</i>					
1-yr., T., 5 to 6 ins.	20.00	150.00			
2-yr., T., 8 to 12 ins.	40.00	350.00			
<i>Taxus hicksii—upright</i>					
1-yr., T., 5 to 6 ins.	25.00	175.00			
2-yr., T., 8 to 12 ins.	40.00	300.00			
<i>Taxus brownii</i>					
1-yr., T., 4 to 6 ins.	25.00	175.00			
2-yr., T., 6 to 8 ins.	40.00	350.00			
<i>Taxus cuspidata capitata—spreading</i>					
From side cuttings.					
2-yr., T., 6 to 8 ins.	30.00	250.00			
<i>Taxus cuspidata capitata—upright</i>					
From tip cuttings.					
1-yr., T., 5 to 6 ins.	25.00	175.00			
<i>Taxus intermedia—spreading</i>					
1-yr., T., 4 to 6 ins.	25.00	175.00			
2-yr., T., 6 to 8 ins.	40.00	350.00			
● JUNIPER HETZI GLAUCA					
1-yr., T., 5 to 7 ins.	25.00	200.00			
● GLOE ARBORVITAE					
<i>Woodwardi</i>					
1-yr., T., 4 to 6 ins.	30.00	250.00			
<i>Hayesii</i>					
1-yr., T., 4 to 6 ins.	30.00	250.00			
● PYRAMIDAL ARBORVITAE—Compacta					
1-yr., T., 5 to 7 ins.	25.00	200.00			
● JAPANESE HOLLY					
<i>Ilex reticulata</i>					
1-yr., T., 5 to 6 ins.	20.00	175.00			
2-yr., T., 6 to 8 ins.	30.00	250.00			
<i>Ilex convexa</i>					
1-yr., T., 4 to 6 ins.	20.00	175.00			
● WHITE DOGWOOD					
Seedlgs., 12 to 18 ins.	10.00	50.00			
Trans., 18 to 30 ins...	30.00	150.00			

ORDER NOW!

Write or
Phone 5-5686

Many Other Evergreen Items—Rhododendrons and Azaleas

— Our cold storage permits late shipments —

No charge for packing and boxing.

SEND FOR COMPLETE CATALOG and WHOLESALE PLANTING LIST — also famous CHRISTMAS TREE GROWERS' GUIDE.

MUSSER FORESTS

Box 16-K
INDIANA, PENNA.

farmers' week, is scheduled for January 28 at the Hotel Hildebrecht, Trenton, N. J.

MAIL-ORDER MEET SET

The winter meeting of the National Mail Order Nurserymen's Association will be held the morning of January 13 in the press gallery on the 18th floor of the Hotel LaSalle, Chicago, Ill. According to Roger L. Krider, N. M. O. N. A. secretary, the meeting will consist largely of association business and committee reports.

OHIO SHORT COURSE

L. C. Chadwick, department of horticulture, Ohio State University, Columbus, announces that the university-sponsored short course for nurserymen, landscape gardeners and arborists will be given January 20 to 22 at the Neil House, Columbus.

OHIO ASSOCIATION DATE

The opening sessions of the winter convention of the Ohio Nurserymen's Association will coincide with the final meetings of the Ohio short course January 22 at the Neil House, Columbus, O. According to George L. Zeis, executive secretary of the association, the convention program will continue through January 24.

PLANS IN CONNECTICUT

Henry Barzetti, chairman of the 1958 Connecticut nurserymen's short course, and Kenneth Bradley, of the University of Connecticut, Storrs, are directing arrangements for the educational program, which is to be held January 22 and 23 at the university campus at Storrs.

MICHIGAN SITE CHOSEN

Members of the Michigan Association of Nurserymen have chosen the Fort Shelby hotel, Detroit, Mich., as the location for their winter convention. According to Kenneth Van Natta, executive secretary of the association, the convention will continue through Friday, January 24.

NEW CALIFORNIA PLAN

With duplicate meetings scheduled, the University of California will offer nursery institutes at the Los Angeles campus on January 29 and at Berkeley January 31. Elmer J. Merz, executive secretary of the California Association of Nursery-

[Continued on page 27]

Why Settle for Less

When NAUGHER'S Are Best!

PINK DOGWOOD

(*Cornus florida rubra*)

America's Favorite Flowering Tree



NAUGHER'S 1-Yr. Pink Dogwood



NAUGHER'S 3-Yr. Pink Dogwood

ONE-YEAR

	Each per 10	Each per 100	Each per 1000
12 to 18 ins., bare-root . . .	\$1.00	\$0.85	\$0.75
18 to 24 ins., bare-root . . .	1.35	1.10	1.00
24 to 30 ins., bare-root . . .	1.60	1.35	1.15
30 to 36 ins., bare-root . . .	1.85	1.60	1.35

• Budded on Transplanted Seedlings

• Heavy, Fibrous Root System

• Sturdy Caliper

• Heavily Branched

• Properly Grown

• Liberally Graded



50 or more at 100 rate. 300 or more at 1000 rate.

Don't Delay . . . Book Your Order Now . . . Fall or Spring Delivery

Write today for fall and spring catalog.

THREE-YEAR

	Each per 10	Each per 100	Each per 1000
2 to 3 ft., bare-root	\$2.00	\$1.75	\$1.50
3 to 4 ft., bare-root	2.50	2.00	1.75
4 to 5 ft., bare-root	3.50	3.00	2.75
5 to 6 ft., bare-root	4.50	4.00	3.75

(Add 50c for selected specimen, B&B)

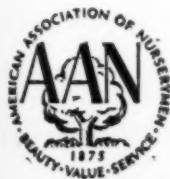
• Tied with Jute Twine to Eliminate Skinning

• Without a Doubt—QUALITY—NAUGHER'S Quality

• Well-Developed Finished Dogwood

• Balls Sewed and Laced

• Properly Dug



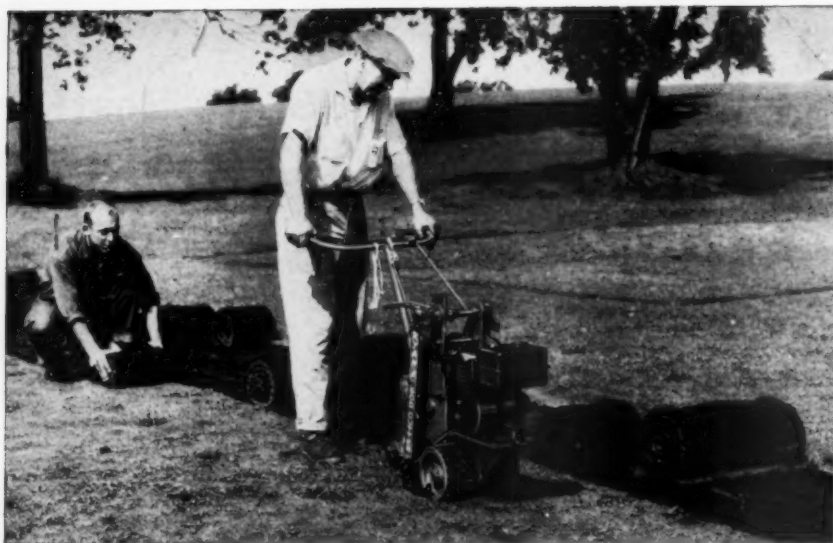
Chase, Alabama

Telephone:

Huntsville, Ala.

JEfferson 4-0261

Day or Night



New low cost Sod Cutter cuts 4500 sq. ft. of sod per hour

More than ever before, the new, low cost Ryan Jr. Model Sod Cutter equips professional landscape men to profitably handle medium and smaller sod cutting jobs. And as an auxiliary machine, it is ideal to increase sod production during peak demands.

Built to the same precision standards of Ryan heavy-duty Sod Cutters, the Jr. Model cuts 4500 sq. ft. of perfect sod hourly... to the exact thickness you desire.

Its newly designed Super Kut blade with reciprocating action slices cleanly and quickly through finest bents and the toughest rooted grasses — without tearing roots or clogging.

The Ryan Jr. Model also performs other work profitably. With a special tilling blade which operates at 1000 strokes per minute, it loosens and pulverizes hard or compacted soil for resodding or seeding

...and efficiently cultivates between rows of nursery stock.

With special edging blade, it eliminates hand labor in lawn grooming jobs.

This versatility is matched by the engineered dependability that has made Ryan Sod Cutters the choice of more than 90% of the turf growers in the U. S. and Canada. See the Ryan Jr. Model at your nearest distributor — or write us for full particulars.

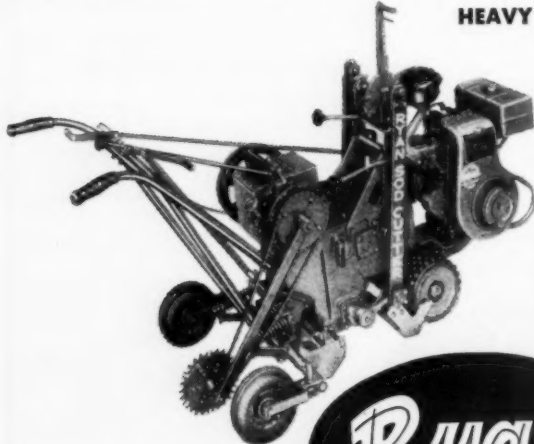
NEW EDGING BLADE

—eliminates up to 90% of hand labor involved in edging sand traps, flower beds, driveways, etc. Cuts sharp edge 4" wide and up to 3" deep.



HEAVY DUTY SOD CUTTER WITH AUTO-CUT-OFF

This Ryan Heavy Duty Sod Cutter cuts up to 10,000 sq. yds. of sod per day. The Auto-Cut-Off feature automatically measures and cuts off sod at any desired length from 1 to 9 ft. ... eliminating manual cross cutting, fitting and patching. This machine saves 50% of sod cutting costs in time, labor and sod. The Auto-Cut-Off unit can be installed on most other Ryan heavy duty machines.



LANDSCAPING EQUIPMENT

Company

871 Edgerton Street, St. Paul 1, Minn.

SEE THESE



DISTRIBUTORS

- ALABAMA:** Yielding's, Birmingham.
ARIZONA: Shaw's Arizona Toro, Phoenix.
CALIFORNIA: California Toro Co., San Francisco; Pacific Toro Co., Inc., Los Angeles.
COLORADO: Colorado Toro Co., Denver.
CONNECTICUT: C. H. Jenkins Co., So. Glastonbury.
FLORIDA: L. B. Turf Equipment Co., Fort Lauderdale; Zaan Equipment Co., Jacksonville.
GEORGIA: Toro & Turf Supply Co., Atlanta.
IOWA: Globe Machinery & Supply, Des Moines; Tri State Toro Co., Davenport.
ILLINOIS: Drake-Scruggs Equipment Co., Springfield; George A. Davis, Inc., Chicago.
INDIANA: Heldt-Monroe Co., Inc., Evansville; Kenney Machinery Corp., Indianapolis.
KENTUCKY: Jack Dayton & Sons, Louisville.
LOUISIANA: Gustine's Sales & Service, Shreveport.
MASSACHUSETTS: The Clapper Co., West Newton.
MAINE: Yerra's, South Portland.
MARYLAND: Baltimore Toro Co., Baltimore; National Capital Toro Co., Inc., Silver Spring.
MICHIGAN: C. E. Anderson Co., Royal Oak; Spartan Distributors, Sparta.
MINNESOTA: Minnesota Toro Co., Phillippi Equipment Co., Minneapolis.
MISSOURI: Atlas Lawn Equipment Co., St. Louis; Turf Equipment Co., Kansas City.
NEBRASKA: Z. W. Credle Co., Omaha.
NEW YORK: Grass Cutting Equipment, Rochester; Eaton Equipment Co., Hamburg; Golf & Tractor Equipment Corp., Syracuse; McIlroy's, Huntington Station; Toro Equipment Co., White Plains.
NORTH CAROLINA: E. J. Smith & Sons Co., Charlotte.
OKLAHOMA: Bob Dunning-Jones Co., Inc., Tulsa.
OHIO: Jacobsen Power Lawn Mower Co., Columbus; Ohio Toro Co., Cleveland.
PENNSYLVANIA: Krigger & Co., Pittsburgh; Philadelphia Toro Co., Philadelphia.
SOUTH DAKOTA: Dakota Turf Supply Co., Sioux Falls.
TENNESSEE: Tennessee Turf & Toro Co., Knoxville; Choctaw, Inc., Memphis.
TEXAS: Watson Distributing Co., Houston; Colonial Motor Sales, Dallas.
VIRGINIA: Sydnor Pump & Well Co., Richmond.
WASHINGTON: Washington Turf & Toro Co., Seattle.
WISCONSIN: R. L. Ryerson Co., Milwaukee.
- CANADA**
ALBERTA: Burgess Bldg. & Plumbing Supply Co., Calgary.
BRITISH COLUMBIA: Power Mower Sales & Service, Victoria.
MANITOBA: Consolidated Industries, Winnipeg.
NOVA SCOTIA: Cleveland Industries, Halifax.
ONTARIO: F. Manley & Sons, Ltd., Toronto.
QUEBEC: Agri Tech, Inc., Longueuil.

YOU ORDER THESE...

32 pages of fascinating and little known facts about roses. Tells how to start a rose garden. How to landscape a new or established home. Planting, growing, caring for roses. How to enjoy a portable rose garden. How to plant container roses. How to make perfume, other handcrafts. Arranging roses, cooking with roses, (yes, cooking). Natural color illustrations of the world's famous roses. Sure to intrigue and delight every home gardener.

ROSE GROWERS HANDBOOK



PUBLISHED BY HOWARDS OF HEMET - HEMET, CALIFORNIA

AND GET THESE FREE



G 1 col x 1" ad



F 1 col x 1" ad



C 2 col x 8" ad



B 2 col x 8" ad



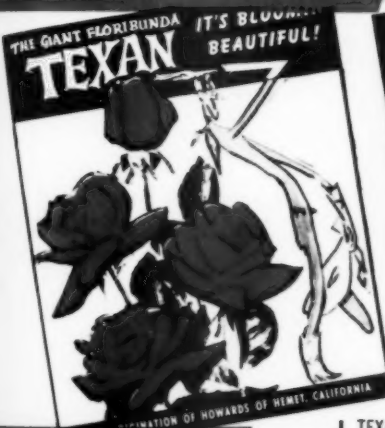
A 32 page Rose Growers Handbook



E 1 col x 1" ad

D 1 col x 6" ad

AND THESE FREE



J TEXAN

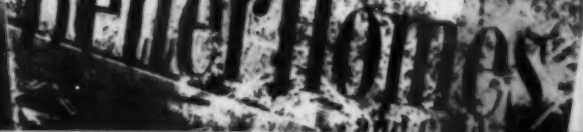


H TIFFANY



K TOM TOM

PLUS...



Big

Ho
crea
origi
varie
such p



Rose Growers Handbooks

Booklets available to you January 1, at actual printing cost, \$10 a 100. Be sure to order a generous supply because these go fast. (Room to imprint your firm name)

Newspaper Mats

Professionally prepared ads to run in your local paper telling your customers that YOU have the Rose Growers Handbooks. We send the mats FREE. There's no work for you. Just call your newspaper and they'll pick up the mat. Easy? Sure. Increases traffic and sales, too.

Point-of-Sale Banners

These 17" x 22" beautiful natural color banners do a real sales job. Use them on your nursery wall or window to help sell more roses.



ig National Advertising

Howards of Hemet is busy spreading the word — creating a ready-made demand for their famous Rose originations. Be sure to stock up on all Howards of Hemet varieties. Your customers will be reading about them in such popular garden publications as the ones shown here.

Handwritten scribbles and symbols, including a dollar sign (\$).

d.

th
ne
w
ru
C.
Cl
tio
at
Te

T
Ass
Ho
its
lect

C
T
erym
State
and 5
ment

WE

F.
urer o
men's
the D
W. Va
quarte
meeting
ruary 6

ILLIN

Elme
has res
nois Sta
it was a
tion b
which
August
to give
resignat
at a Sep
ation's
pressed

men, announces an innovation for these events in that they will include evening sessions along with the daytime schedules. This plan will make it possible to put a great deal of material into the programs to enhance the value of attendance.

PORTLAND HOST AGAIN

Portland, Ore., will be the host city again in 1958 for the winter convention of the Oregon Association of Nurserymen, which is to take place at the Multnomah hotel, January 30 and 31 have been chosen as the dates for the event.

DATES FOR TENNESSEE

Program plans are being made for the annual convention of the Tennessee Nurserymen's Association, which is scheduled to be held February 2 to 4, according to Leonard C. Fletcher, Tennessee Nursery Co., Cleveland, president of the association. The meetings will take place at the Patten hotel, Chattanooga, Tenn.

NEW ENGLAND MEETING

The New England Nurserymen's Association will again meet at the Hotel Kenmore, Boston, Mass., for its annual meeting. The dates selected are February 4 and 5.

OREGON TRADE COURSE

The Oregon short course for nurserymen will be held at the Oregon State College, Corvallis, February 4 and 5, according to recent announcement.

WEST VIRGINIA MEETING

F. Waldo Craig, secretary-treasurer of the West Virginia Nurserymen's Association, announces that the Daniel Boone hotel, Charleston, W. Va., has been selected as headquarters for the association's winter meeting, which is to be held February 6 and 7.

ILLINOIS OFFICIAL RESIGNS

Elmer Spencer, Springfield, Ill., has resigned as president of the Illinois State Nurserymen's Association, it was announced in a recent association bulletin. A heart condition which hospitalized Mr. Spencer last August has made it necessary for him to give up all outside activities. The resignation was accepted with regret at a September meeting of the association's board of directors, who expressed appreciation for the progress

HOLLAND BULBS

of Exhibition Quality

MAIL YOUR ORDER EARLY

TULIPS

Darwin Tulips

(In bags of 100)	
Top size—13 cm. and up	Per 1000
Afterglow—Orange, salmon edge, 26 ins.	\$46.00
Albibrant—Bright red, 24 ins.	46.00
Barlagon—Crimson-red, 24 ins.	46.00
Bleu Aimable—Lavender, 28 ins.	42.00
Clara Butt—Appleblossom-pink, 26 ins.	42.00
Cordell Hull—Red with white stripes	46.00
Farncombe Sanders—Rose-scarlet, 28 ins.	44.00
Greuze—Violet-blue, 26 ins.	44.00
Philip Snowden—Salmon-pink, 26 ins.	44.00
Pride of Haarlem—Large red, 28 ins.	44.00
Princess Elizabeth—Rose-pink, 26 ins.	42.00
Queen of Night—Black, 28 ins.	42.00
Red Pitt—Scarlet, good forcer, 26 ins.	45.00
Rose Copland—Orchid, 24 ins.	42.00
Sunkist—Lemon-yellow, 26 ins.	44.00
The Bishop—Blue, 28 ins.	50.00
Wm. Pitt—Red, 24 ins.	44.00
Yellow Giant—Deep yellow, 30 ins.	44.00
Zwanenburg—Pure white, 26 ins.	50.00
Rainbow Mixture—All colors	38.00

Cottage Tulips

Albino—Pure white, 22 ins.	46.00
Argo—Yellow-orange	42.00
Carrara—Purest white, 24 ins.	46.00
Dido—Orange-red with orange edge, 28 ins.	44.00
Golden Harvest—Pure, large yellow	42.00
Marjorie Bowen—Soft salmon-rose, 28 ins.	42.00
Princess Margaret Rose—Yellow, red edge.	42.00
Rainbow—Fine Mixture	38.00

Peony-flowering Tulips

Coca—Orange-red, yellow margin, 24 ins.	50.00
Eros—Old rose, very double, 28 ins.	50.00
Livingstone—Bright scarlet, 28 ins.	55.00
Mt. Tacoma—Pure white, 26 ins.	48.00
Nizza—Yellow striped, feathered red, 26 ins.	50.00
Uncle Tom—Dark glittering red, 28 ins.	55.00

HYACINTHS

(Packed 50 in a bag)

Bismarck, porcelain-blue	
King of the Blues, deep blue	
La Victoire, fine red	
L'Innocence, pure white	
Marconi, deep pink	
Ostara, medium blue	
Queen of the Blues, light blue	
Queen of the Pinks, large pink	
Yellow Hammer, golden-yellow	

	Per 100
Top size 18 to 19 cm.	\$13.00
Extra bedding size 15 to 16 cm.	8.00

MUSCARI

	Per 1000
(Grape Hyacinth) Top size	\$22.00
Album—White	35.00

Single Tulips

(In bags of 100)	
Top Size	Per 1000
Couleur Cardinal—Dark red	\$55.00
Keizerskroon—Red with yellow border	55.00

Double Tulips

Electra—Wine-red	54.00
Mr. Van der Hoef—Yellow	54.00
Orange Nassau—Orange	54.00
Peachblossom—Deep pink	54.00

Parrot Tulips

Top size 13 cm. and up	
Blue Parrot—Heliotrope	48.00
Discovery—Salmon-pink, 28 ins.	70.00
Fantasy—Clear pink with green stripes	50.00
Orange Favorite—Deep fragrant	46.00
Red Champion—Immense, fiery-red	56.00
Sunshine—Golden-yellow	65.00
Therese—Cherry-red (strong)	55.00

Triumph Tulips

Top size 13 cm. and up	
Crater—Deep crimson-red	48.00
Crown Imperial—Crimson-red with yellow border	50.00
Edith Eddy—Red with white border	42.00
Elmus—Scarlet, creamy-white edge	55.00
Kansas—Pure white	44.00
Red Giant—(The best red)	55.00
Rhineland—Orange-yellow	44.00
Ursa Minor—Golden-yellow	48.00
Wiscensin—Appleblossom, 28 ins.	50.00

Botanical Tulips

Princes—Immense large scarlet	52.00
Red Emperor—Extra-large, scarlet	55.00

DAFFODILS

Heavy Mother Bulbs	Per 1000
Carlton—Large open cup	\$ 90.00
Geranium poetax—6 to 8 flowers	70.00
Golden Harvest—Very large yellow	100.00
Imperator—Large pure white	90.00
King Alfred—Best yellow, frilled	85.00
Mount Hood—Large white	100.00
Rembrandt—Large yellow—Imp. K.A.	100.00
Scarlet Elegance—Yellow, cup deep orange	90.00
Texas—Double orange	100.00
Thalia—Pure white, 4 to 5 blooms	100.00
Mixture for Naturalizing—D.N. and Round	50.00

CROCUS

	9 to 10 cm.	8 to 9 cm.
Purpureus Grandiflorus—	10 cm.	9 cm.
Large purple	\$20.00	\$16.00
Mont Blanc—Pure white	28.00	22.00
King of the Striped—White lilac	20.00	16.00
Mammoth Yellow—Golden-yellow	24.00	20.00
Mixture—All colors	21.00	18.00

Snowdrops, nivalis	30.00
Scilla Campanulata—in 3 colors, blue, white, pink	25.00
Chionodoxa Luciliae	20.00

DUTCH IRIS

	10 to 11 cm.	9 to 10 cm.	8 to 9 cm.
Wedgwood—Light blue	\$50.00	\$35.00	\$20.00
Golden Harvest—Yellow	8 to 9 cm.	7 to 8 cm.	6 to 7 cm.
H. C. Van Vliet—Blue	\$25.00	\$18.00	\$12.00
Imperator—Deep blue	25.00	18.00	12.00
White Excelsior—White	25.00	18.00	12.00

Terms of Sale—Prices quoted F.O.B. New York or Ridgewood, N. J., including freights, duties, packing, listing and insurance.

100 at 1000 rate.

ASK FOR OUR COMPLETE WHOLESALE PRICE LIST IN BULBS AND PLANTS.

HEEMSKERK & CO.'S Bulbs
229 Oak St. OLIVER 2-4018 RIDGEWOOD, N. J.

WOODFERN NURSERY Woodfern Rd. Neshanic Station, N. J.

Phones: FOxcroft 9-4284-4108

AZALEA ROOTED CUTTINGS

They will have a sand and peat moss ball and will be ready October through December. If spring shipment is desired add 1¢ to all quoted prices.

Gable Hybrids Each Each
Per 10 Per 100 Per 1000
Mildred Mae, early, lavender, \$0.09 \$0.07 \$0.06
Mary Ann, semidouble, pink, .09 .07 ..

Vuykiana Hybrids Each Each
Per 10 Per 100 Per 1000
Joseph Hayden, soft lilac, .09 .07 .06
Mozart, silver-pink, .09 .07 ..

Kaempferi Hybrids Each Each
Per 10 Per 100 Per 1000
Schubert, light pink, .09 .07 ..
Beethoven, mauve, .09 .07 ..
Wilhelmina Vuyk, pure white, .09 .07 ..

Fedora, bright rose-pink, .09 .07 ..
Carmen, rose-pink, compact, .09 .07 ..
Othello, red, .09 .07 ..
Hino-Crimson, crimson-red, .09 .07 ..
(3000 and up, 5¢ each)

Maxwell, late, crimson-red, .09 .07 ..
A minimum of 100 of each variety to make up a 1000 rate. The above azaleas in 2-in. pot available in the spring. Orders must be received in the fall as we only pot on order. Add 6¢ to the above prices.

Azalea Gable Hybrids Each Each
Per 10 Per 100
Herbert, large, semidouble, red-purple, Fast grower. Very hardy.

1-yr., X, 4 to 6 ins., bedded, .03 \$0.30 \$0.25
Carol, hose-in-hose, bright pink, Compact grower.

1-yr., X, 4 to 6 ins., bedded, .30 .25
Louise Gable, double, salmon-pink flower, Hardy.

1-yr., X, 4 to 6 ins., bedded, .30 .25
Lerna, double, pink flower, Hardy.

1-yr., X, 4 to 6 ins., bedded, .30 .25
Caroline Gable, hose-in-hose, bright pink flower, Hardy.

1-yr., X, 6 to 8 ins., bedded, .40 .35
Elizabeth Gable, medium grower, large rose-pink flower, dark green foliage, Hardy.

1-yr., X, 6 to 8 ins., bedded, .40 .35
Cerise, single, orchid flower, medium tall.

1-yr., X, 6 to 8 ins., bedded, .40 .35
Mildred Mae, large, lavender flower, early bloomer, Hardy.

1-yr., X, 6 to 8 ins., bedded, .40 .35
3-yr., XX, 6 to 8 ins., field row, .65 .60

Mary Ann, semidouble, pink, large flower, Hardy.

2-yr., XX, 4 to 6 ins., field row, .40 .35
2-yr., XX, 6 to 8 ins., field row, .43 .40

Vuykiana Hybrids
Wilhelmina Vuyk, large, pure white flower, Fast grower, Hardy.

1-yr., X, 6 to 8 ins., bedded, .40 .35
2-yr., XX, 8 to 10 ins., field row, .50 ..

Johann Strauss, bright rose-pink, Hardy.

1-yr., X, 8 to 10 ins., bedded, .40 .35
Mozart, large, silver-pink, Hardy.

1-yr., X, 6 to 8 ins., bedded, .40 .35
2-yr., XX, 6 to 8 ins., field row, .45 .40

Gerardina Vuyk, double pink, Hardy.

1-yr., X, 6 to 8 ins., bedded, .40 .35
Beethoven, frilled mauve, compact, Hardy.

1-yr., X, 8 to 10 ins., bedded, .43 .40
2-yr., XX, 6 to 8 ins., field row, .50 .45

Schubert, pink flower, Hardy.

1-yr., X, 6 to 8 ins., bedded, .40 .35
2-yr., XX, 8 to 10 ins., field row, .50 .45

Helena Vuyk, carmine-rose.

1-yr., X, 6 to 8 ins., bedded, .40 .35
Joseph Hayden, large, lilac-orchid flower, Hardy.

1-yr., X, 8 to 10 ins., bedded, .45 .40
Kaempferi Hybrids

Flame, red, Hardy.

1-yr., X, 6 to 8 ins., bedded, .30 .25
2-yr., XX, 4 to 6 ins., field row, .35 ..

Betty, bright pink, Hardy.

1-yr., X, 6 to 8 ins., bedded, .35 .30
2-yr., XX, 8 to 10 ins., field row, .50 .45

Mary, deep pink, Hardy.

1-yr., X, 8 to 10 ins., bedded, .35 ..
Maroon, dark maroon, Hardy.

1-yr., X, 6 to 8 ins., bedded, .30 ..
Carmen, rose-pink, compact, Hardy.

2-yr., XX, 8 to 10 ins., field row, .35 .30
2-yr., XX, 8 to 10 ins., field row, .50 .45

Fedora, large, deep rose-pink, Tall, Hardy.

2-yr., XX, 6 to 8 ins., field row, .40 .35
Othello, red, Hardy.

1-yr., X, 1-yr., X, .35 .30

Late Hybrid, salmon-pink, Late-bloom-

ing, Hardy.

1-yr., X, 6 to 8 ins., bedded, .03 \$0.30 \$0.25
Hino-Crimson, nonfading crimson-red, Hardy.

1-yr., X, 3 to 5 ins., bedded, .25 .20
Amoena Superba, hose-in-hose, purple-red, Hardy.

1-yr., X, 4 to 6 ins., bedded, .25 .20
Amoena, rose-purple, Hardy.

1-yr., X, 4 to 6 ins., bedded, .25 .20
Maxwell, large crimson-red, Hardy.

1-yr., X, 6 to 8 ins., bedded, .30 .25
2-yr., XX, 4 to 6 ins., field row, .35 .30
2-yr., XX, 6 to 8 ins., field row, .40 .35

Sherrwood Red, dwarf, red, Hardy.

1-yr., X, 4 to 6 ins., bedded, .30 .25
Hinodegiri, red, leaves slightly larger than Hino-Crimson.

2-yr., XX, 4 to 6 ins., field row, .35 .30
Mucronata, rose-purple, large flower, early bloomer, Very hardy.

1-yr., X, 4 to 6 ins., from flats, .20 .15
Poukhanensis, Korean, fragrant rose-pink. Blooms early and is hardy.

1-yr., X, 4 to 6 ins., bedded, .25 .20
TAXUS — YEW

Rooted cuttings are available from April 15 on.
(4 to 6 ins., 5¢ each at 1000 rate)
(6 to 8 ins., 7¢ each at 1000 rate)

Media kelseyi (Kelsey Berrush Yew)

Rooted cuttings, 4 to 6 ins., .10 .07
Rooted cuttings, 6 to 8 ins., .11 .08

Media hicksii (Hicks Angiolep Yew)

Rooted cuttings, 4 to 6 ins., .10 .07
Rooted cuttings, 6 to 8 ins., .11 .08

Media hatfieldi (Hatfield Angiolep Yew)

Rooted cuttings, 4 to 6 ins., .10 .07
Rooted cuttings, 6 to 8 ins., .11 .08

1-yr., X, 4 to 6 ins., .17 .13
1-yr., X, 6 to 8 ins., .20 .15
2-yr., XX, 6 to 8 ins., .30 .25

Cuspidata (Spreading Japanese Yew)

Rooted cuttings, 4 to 6 ins., .10 .07
Rooted cuttings, 6 to 8 ins., .11 .08

1-yr., X, 4 to 6 ins., .17 .13
1-yr., X, 6 to 8 ins., .20 .15

Vermelien (Vermelien Yew)

Rooted cuttings, 4 to 6 ins., .10 .07
Rooted cuttings, 6 to 8 ins., .11 .08

Brevifolia (Dwarf Japanese Yew)

Rooted cuttings, 4 to 6 ins., .10 .07
Rooted cuttings, 6 to 8 ins., .11 .08

Intermedia, spreading type.

Rooted cuttings, 4 to 6 ins., .10 .07
Rooted cuttings, 6 to 8 ins., .11 .08

Densiformis (Dense Japanese Yew)

Rooted cuttings, 4 to 6 ins., .11 .08
Henryi (Dense Japanese Yew)

Rooted cuttings, 4 to 6 ins., .11 .08
Baccata repandens (Spreading English)

Rooted cuttings, 6 to 8 ins., .11 .08
MALUS ROOT GRAFTS

Flowering Crab Apple. All shipments will be made between March 1 and April 1.

Each per 10, 15¢; each per 100, 12¢.

Variety Color Type Foliage Fruit

Eleyi purple-red single purple-red

Atraspangulana red and white single green

Floribunda pink and white single green

Theifera pink single green

Hopa purple-red single purple-red

Dolga white single green

Sargentii white single green

Scheideckeri pink single green

Microdon pink single green

Arnoldiana pink single green

Parkman pink double green

MALUS, 2-yr., X, Grafts

Floribunda, pink and white.

1 to 2 ft., .04 \$0.40 ..

Scheideckeri, pink.

1 to 2 ft., .40 ..

Eleyi, purple-red.

2 to 30 ins., .45 \$0.47

3 to 4 ft., .65 .60

TERMS AND CONDITIONS OF SALE: Prices quoted herein cancel those in all previous lists. Packing is free when cash is sent with order, 25¢ cash sent with order, balance plus packing charges paid C.O.D.

SHIPMENTS travel at the risk and cost of the purchaser and will be sent via railway express. If parcel post is desired, enclose 10¢ of order. Balance to be refunded.

5% cash discount on all orders with full payment.

RATES: 50 at 100; 300 at 1000.

Price List Sent on Request

TAXUS—YEW—Continued

Capitata (Upright Japanese Yew)

1-yr., X, 6 to 8 ins., .03 \$0.25 \$0.20
1-yr., X, 8 to 10 ins., .30 .25

Tomentosum.

1-yr., 2-in. pot, .25 .20
SEEDLINGS

Norway Maple.

1-yr., 4 to 6 ins., .06 .05
Acer dasycarpum (Silver Maple).

1-yr., 3 to 4 ft., whips, .45 .35
ILEX

Rooted cuttings are available from April on.
Ilex crenata convexa (bullata) (Convex-leaved Japanese Holly). One of the best of the Japanese hollies, with low-spreading habit, excellent for hedge, foundation planting. Round, curved, hollow evergreen leaves are very attractive. It is hardy and a sturdy grower.

Rooted cuttings, 4 to 6 ins., .10 .07
(6¢ each per 1000)

Rooted cuttings, 6 to 8 ins., .11 .08
1-yr., X, 6 to 8 ins., .18 .15

2-yr., XX, 4 to 6 ins., spread, .30 .25
Ilex crenata retundifolia (Round-leaved Japanese Holly)

Rooted cuttings, 4 to 6 ins., .10 .07
Ilex latifolia (Large-leaved Japanese Holly)

1-yr., X, 6 to 8 ins., bedded, .18 .15
Ilex crenata No. 1, fast, tall grower, long-leaved.

Rooted cuttings, 4 to 6 ins., .10 .07
Rooted cuttings, 6 to 8 ins., .11 .08

1-yr., X, 8 to 10 ins., br., .20 .17
Ilex crenata No. 2, fast, tall grower, but leaves smaller than No. 1.

Rooted cuttings, 4 to 6 ins., .10 .07
Rooted cuttings, 6 to 8 ins., .11 .08

1-yr., X, 8 to 10 ins., br., .20 .17
Ilex glabra (Inkberry). A good, attractive hardy native shrub with evergreen foliage that turns dark, almost black, in winter. It has shiny black berries from September to spring.

Rooted cuttings, 6 to 8 ins., .10 .07
1-yr., X, 6 to 8 ins., bedded, .18 .15

Ilex opaca, female.

1-yr., X, .30 .35
Pieris japonica (Japanese Andromeda). Flowers are weeping white bells appearing in May. New growth in summer has a rosy-wine color.

1-yr., X, 4 to 6 ins., .15 .13
RHODODENDRON SEEDLINGS

Hybrid Reds.

2-yr., XX, 5 to 8 ins., bedded, .40 .30
Carolinianum, light pink.

2-yr., XX, 6 to 8 ins., bedded, .40 .30
LEUCOTHOE

Catesbaei.

1-yr., X, 4 to 6 ins., from flats, .25 .20
(15¢ each per 1000)

MALUS, 3-yr., XX

Floribunda, pink and white.

3 to 4 ft., br., .04 \$0.60 \$0.55

Scheideckeri, pink.

3 to 4 ft., br., .60 .55

Eleyi, purple-red.

3 to 4 ft., br., .60 .55
4 to 5 ft., .75 .70

made under Mr. Spencer's leadership.

Appointed to serve the remainder of the president's term was the group's vice-president, Edward P. Eickhof, Eickhof Nursery, Bensenville, who has been a board member of the I. S. N. A. for several years. Henry Lohse, Dixon, was appointed to serve the rest of Mr. Eickhof's term as vice-president, and Leslie Bork, Bork Nursery, Onarga, will fill the vacancy left by Mr. Spencer on the board of directors.

EASTERN GROUP'S AID

Frank T. White, Brockton, president of the Massachusetts Nurserymen's Association, has announced that John C. Dwyer, Jr., Braintree, has been employed as the association's first professional executive secretary. Headquarters for the association will soon be established in the city of Waltham, with temporary headquarters at Arlington.

Mr. Dwyer goes to the association with a background of business man-

agement, organization, promotion and public relations. A veteran of World War II, active in the army reserves and a member of the officers' reserve corps, Mr. Dwyer is also active in several South Shore communities as assistant council commissioner for the Old Colony council, Boy Scouts of America.

A graduate of Thayer Academy, Braintree, and Northeastern University, Mr. Dwyer resides at Braintree with his wife, Barbara, and daughter, Karen.

FOREST NURSERY COMPANY

SPECIALS — FALL, 1957 — SPRING, 1958

All Stock Listed Nursery Grown

HARDY DECIDUOUS FLOWERING SHRUBS

ALTHAEA, HIBISCUS SYRIACUS (Shrub Althaea)			
Varieties:			
Althaea, ampleximus, double, red			
Althaea, Ardens, double, violet			
Althaea, Jeanne d'Arc, double, white			
Althaea, Lady Stanley, semidouble, white, shade rose			
Althaea, Pulcherrimus, semidouble, white, carmine center			
Althaea, Rubis, single, red			
18 to 24 ins., 2-yr.	Per 13	Per 100	Per 1000
well-br.	\$2.00	\$17.50	\$150.00
2 to 3 ft., 2-yr., well-br.	2.25	20.00	175.00
3 to 4 ft., 2-yr., well-br.	2.75	25.00	
BERBERIS THUNBERGI (Green-leaved Barberry)			
6 to 12 ins., 2-yr., S.	.75	5.00	40.00
12 to 18 ins., 2-yr., S.	1.25	7.50	60.00
18 to 24 ins., 2-yr., S.	1.50	10.00	85.00
12 to 18 ins., T. br.	2.00	17.50	150.00
18 to 24 ins., T. br.	2.50	22.50	200.00
BERBERIS THUNBERGI (Red-leaved Barberry)			
6 to 12 ins., 2-yr., S.	1.25	10.00	80.00
12 to 18 ins., 2-yr., S. br.	1.75	12.50	100.00
18 to 24 ins., 2-yr., S. br.	2.25	20.00	175.00
12 to 18 ins., T. well-br.	2.75	25.00	
18 to 24 ins., T. well-br.	3.25	30.00	
24 to 30 ins., T. well-br.	4.75	45.00	
20 to 36 ins., T. well-br.	5.75	55.00	
CALYCANTHUS FLORIDUS (Sweet Shrub)			
12 to 18 ins., T. well-br.	2.25	20.00	
18 to 24 ins., T. well-br.	2.75	25.00	
2 to 3 ft., T. well-br.	3.25	30.00	
CORNUS STOLONIFERA (Red Osier Dogwood)			
12 to 18 ins., T. well-br.	1.50	12.50	100.00
18 to 24 ins., T. well-br.	2.25	20.00	150.00
2 to 3 ft., T. well-br.	2.25	20.00	150.00
3 to 4 ft., T. well-br.	2.50	22.50	175.00
CYDONIA JAPONICA RUBRA (Chaenomeles lagenaria rubra) (Japanese Quince), true, up-right red nonfruiting			
6 to 12 ins., C.	1.75	10.00	90.00
12 to 18 ins., C.	2.25	15.00	125.00
18 to 24 ins., T. well-br.	4.00	35.00	300.00
12 to 18 ins., T. well-br.	2.75	20.00	175.00
2 to 3 ft., T. well-br.	3.00	45.00	400.00
DEUTZIA SCABRA Varieties:			
Crenata, double pink			
Pride of Rochester, double, white			
18 to 24 ins., well-br.	1.25	9.00	80.00
2 to 3 ft., well-br.	1.75	15.00	125.00
3 to 4 ft., well-br.	2.00	17.50	150.00
FORSYTHIA SPECTABILIS (Showy border Forsythia) (Golden Bell)			
12 to 18 ins., well-br.	2.25	17.50	150.00
18 to 24 ins., well-br.	2.50	20.00	175.00
2 to 3 ft., well-br.	3.00	25.00	200.00
3 to 4 ft., well-br.	3.50	30.00	
HYDRANGEA PANICULATA GRANDIFLORA (Peegee Hydrangea)			
6 to 12 ins., C.	.80	4.00	50.00
18 to 24 ins., well-br.	2.25	20.00	150.00
2 to 3 ft., well-br.	2.75	25.00	200.00
3 to 4 ft., well-br.	3.25	30.00	
HYDRANGEA QUERCIFOLIA (Oak-leaved Hydrangea)			
15 to 18 ins., T. well-br.	2.75	25.00	200.00
18 to 24 ins., T. well-br.	3.25	30.00	250.00
2 to 3 ft., T. well-br.	4.25	40.00	350.00
3 to 4 ft., T. well-br.	5.50	50.00	
LONICERA FRAGRANTISSIMA (Winter Honeysuckle), fragrant			
12 to 18 ins., well-br.	1.25	10.00	75.00
18 to 24 ins., well-br.	1.75	15.00	125.00
2 to 3 ft., well-br.	2.50	20.00	150.00
3 to 4 ft., well-br.	3.00	25.00	225.00
LONICERA TATARICA ROSEA (Pink-flowering Honeysuckle)			
12 to 18 ins., well-br.	.90	6.50	60.00
18 to 24 ins., well-br.	1.25	10.00	90.00
2 to 3 ft., well-br.	1.75	15.00	125.00
3 to 4 ft., well-br.	2.50	20.00	
LIGUSTRUM OVALIFOLIUM (California Privet)			
Field-grown, L.O. 1 cane	.40	2.25	20.00
Grafting grade—	.45	2.75	25.00
2/16 to 1/4-in. cal.	.40	2.50	30.00
Grafting grade—			
1/4-in. cal. and up	.50	4.00	35.00
12 to 18 ins., 2-br.	.60	4.50	40.00
18 to 24 ins., 2-br.	.70	5.50	50.00
12 to 18 ins., 3-br. and up	.80	6.50	60.00
18 to 24 ins., 3-br. and up	1.00	9.00	85.00
2 to 3 ft., 4-br. and up	1.50	12.50	100.00

LIGUSTRUM AMURENSE (Amur River North Privet)			
LIGUSTRUM IBOLUUM (Ibolum Privet), hardy California			
12 to 18 ins., 2-br.	Per 10	Per 100	Per 1000
18 to 24 ins., 2-br.	\$0.60	\$4.50	\$40.00
12 to 18 ins., 3-br. and up	.70	5.50	50.00
18 to 24 ins., 3-br. and up	.80	6.50	60.00
2 to 3 ft., 4-br. and up	.90	8.00	75.00
3 to 4 ft., 4-br. and up	1.50	12.50	100.00
2 to 3 ft., well-br.	2.25	20.00	175.00
3 to 4 ft., well-br.	2.75	25.00	
PHILADELPHUS CORNARIUS (Sweet Mock Orange)			
PHILADELPHUS GRANDIFLORA (Big Scentless Mock Orange)			
12 to 18 ins., well-br.	1.25	10.00	90.00
18 to 24 ins., well-br.	1.75	15.00	125.00
2 to 3 ft., well-br.	2.25	20.00	175.00
3 to 4 ft., well-br.	2.75	25.00	
RHUS CANADENSIS (Aromatica) (Fragrant Sumac)			
6 to 12 ins., S.	1.00	7.50	50.00
12 to 18 ins., S.	1.25	10.00	75.00
18 to 24 ins., S.	1.50	12.50	100.00
2 to 3 ft., S.	1.75	15.00	125.00
18 to 24 ins., well-br.	2.50	30.00	250.00
2 to 3 ft., well-br.	4.00	35.00	300.00
3 to 4 ft., well-br.	5.00	45.00	400.00
VIBURNUM TOMENTOSUM (Double-File Viburnum)			
6 to 12 ins., C.	2.50	20.00	150.00
12 to 18 ins., C.	3.00	25.00	200.00
12 to 18 ins., well-br.	3.75	35.00	300.00
18 to 24 ins., well-br.	4.75	45.00	400.00
2 to 3 ft., well-br.	5.25	50.00	
WEIGELA ROSEA (Pink Flowering)			
12 to 18 ins., well-br.	2.00	17.50	150.00
18 to 24 ins., well-br.	2.25	20.00	175.00
2 to 3 ft., well-br.	2.75	25.00	200.00
3 to 4 ft., well-br.	3.25	30.00	

ORNAMENTAL AND SHADE TREES

ACER DASYCARPUM (saccharinum) (Silver Maple)			
5 to 6 ft., T. well-br.	Per 10	Per 100	Per 1000
tops, 1/2 to 3/4-in. cal.	\$ 7.50	\$60.00	\$550.00
6 to 8 ft., T. well-br.	10.00	80.00	700.00
tops, 3/4 to 1-in. cal.			
8 to 10 ft., T. well-br.	15.00	125.00	
tops, 1 1/4 to 1 1/2-in. cal.			
CERCIS CANADENSIS (American Redbud)			
2 to 3 ft., S.	.75	6.50	60.00
3 to 4 ft., S.	.90	7.50	70.00
3 to 4 ft., T. br.	4.00	35.00	300.00
4 to 5 ft., T. br.	5.50	50.00	450.00
5 to 6 ft., T. br.	8.00	75.00	700.00
6 to 8 ft., T. br.	12.50	100.00	900.00
8 to 10 ft., T. br.	15.00	125.00	
CORNUS FLORIDA (White Dogwood)			
6 to 12 ins., S.	.40	2.50	20.00
12 to 18 ins., S.	.50	3.50	30.00
2 to 3 ft., T. well-br.	7.50	50.00	450.00
3 to 4 ft., T. well-br.	10.00	75.00	700.00
4 to 5 ft., T. well-br.	12.50	100.00	
5 to 6 ft., T. well-br.	17.50	150.00	
6 to 8 ft., T. well-br.	35.00	300.00	
(Add 50c per plant for B&B where not priced so.)			
CORNUS FLORIDA RUBRA (Pink Dogwood)			
2 to 3 ft., well-br.	15.00	125.00	
3 to 4 ft., well-br., 2-yr.	22.00	200.00	
4 to 5 ft., well-br., 2-yr.	32.50	300.00	
5 to 6 ft., well-br., B&B.	55.00	500.00	
6 to 8 ft., well-br. B&B.	80.00	750.00	
(Add 50c per plant for B&B where not priced so.)			
FRAXINUS AMERICANA (White Ash)			
FRAXINUS LANCEOLATA (Green Ash)			
4 to 5 ft., T. br.	5.50	50.00	
5 to 6 ft., T. br.	7.50	60.00	
6 to 8 ft., T. br.	7.50	70.00	
GLEDITSIA TRIACANTHOS (Honey Locust)			
GLEDITSIA TRIACANTHOS INERMIS (Thornless Honey Locust)			
4 to 5 ft., T.	4.00	35.00	
5 to 6 ft., T.	4.50	40.00	
6 to 8 ft., T.	5.50		
LIRIODENDRON TULIPIFERA (Poplar) (Tulip Tree)			
2 to 4 ft., T.	7.50	50.00	
4 to 5 ft., T.	8.00	60.00	
5 to 6 ft., T.	10.00	75.00	
6 to 8 ft., T.	15.00	125.00	
8 to 10 ft., T.	17.50	150.00	
10 to 12 ft., T.	20.00		
(Add 50c per tree for 4 to 5-ft. and 5 to 6-ft. B&B trees. Add \$1.00 per tree for three largest grades B&B trees. We cannot guarantee the livability of transplants moved bare-root.)			

ORNAMENTAL AND SHADE TREES

(continued)

MELIA UMBRACULIFORMIS (True Texas Umbrella)			
3 to 4 ft., T.	Per 10	Per 100	Per 1000
4 to 5 ft., T.	\$ 4.00	\$35.00	\$300.00
5 to 6 ft., T.	5.50	50.00	450.00
6 to 8 ft., T.	6.00	55.00	500.00
6 to 8 ft., T.	6.50		
PLATANUS OCCIDENTALIS (Sycamore)			
(American Plane Tree)			
4 to 5 ft., T. well-br.	6.00	50.00	
5 to 6 ft., T. well-br.	7.50	60.00	
6 to 8 ft., T. well-br.	10.00	75.00	
8 to 10 ft., T. well-br.	12.50	100.00	
PRUNUS PERSICA (Flowering Peach)			
Double White			
Double Red			
Double Pink			
Peppermint Stick			
Redleaf (Combination fruiting and flowering peach)			
7/16 to 9/16-in. cal., 3 to 4 ft., 2-yr., June Bud.	3.50	30.00	
9/16 to 1 1/16-in. cal., 4 to 5 ft., 2-yr., June Bud.	4.50	40.00	
1 1/16-in. cal. and up, 2-yr., June Bud.	5.50	50.00	
5/16 to 7/16-in. cal., dormant bud	3.50	30.00	
7/16 to 9/16-in. cal., dormant bud	4.00	35.00	
9/16 to 1 1/16-in. cal., dormant bud	5.00	45.00	
1 1/16-in. cal., dormant bud	7.00	65.00	
PRUNUS NEWPORT (Purple-leaved Plum)			
PRUNUS THUNDERCLOUD (Purple-leaved Plum)			
PRUNUS PISSARDI (Purple-leaved Plum)			
24 to 30 ins., June Bud.	2.75	22.50	
30 to 36 ins., June Bud.	3.25	27.50	
7/16 to 9/16-in. cal., br., dormant bud	4.00	35.00	
9/16 to 1 1/16-in. cal., br., dormant bud	5.00	45.00	
1 1/16-in. cal., dormant bud	7.00	65.00	
TAXODIUM DISTICHUM (Bald Cypress)			
2 to 3 ft., T. br.	3.50	30.00	
3 to 4 ft., T. br.	4.50	40.00	
4 to 5 ft., T. br.	5.50	50.00	
TILIA AMERICANA (American Linden)			
5 to 6 ft., T. br.	10.00		
6 to 8 ft., T. br.	12.50		
8 to 10 ft., T. br.	15.00		
ULMUS PUMILA (Chinese Elm)			
4 to 5 ft., br.	1.25	10.00	
5 to 6 ft., br.	1.50	12.50	
5 to 6 ft., T. br.	8.00	70.00	
6 to 8 ft., T. br.	10.00	90.00	
8 to 10 ft., T. br.	15.00	125.00	

VINES AND CREEPERS

CELASTRUS ORBICULATA (Oriental Bittersweet)			
CELASTRUS SCANDENS (American Bittersweet)			
12 to 18 ins., T. br.	\$1.75	\$15.00	
18 to 24 ins., T. br.	2.75	20.00	
2 to 3 ft., T. br.	3.25	25.00	
LONICERA JAPONICA HALLIANA (Hall's Japanese Honeysuckle)			
Per 10 Per 100 Per 1000			
3-in. pot plants	\$2.00	\$15.00	\$125.00
2-yr., T. No. 1	1.00	6.50	60.00
2-yr., T. No. 2	.75	5.50	50.00
2-yr., T. No. 3	.65	4.50	40.00
2-yr., row run	.75	5.50	50.00
(Less 10% in 10,000 lots.)			

SPECIAL QUOTATIONS ON LARGE QUANTITIES

NEW COMPLETE WHOLESALE PRICE LIST READY FOR MAILING

ALSO

Prepackaged shrub and tree list for over-the-counter sales.

Please write for your copy today indicating your needs.

Retail Selling and Today's Market

By F. S. Cornelius, Jr.

In the past year the nursery industry showed an increase in gross returns of approximately 30 per cent. But did we nurserymen contribute most to that increase, or was it the other merchants who are finding it profitable to carry a line of nursery stock? To determine whether we are getting our share of the consumer's dollar, we must look at our individual operations to see if they are organized and managed to take full advantage of the growing trend toward outdoor living, to increase summer sales and to capture the potentially valuable teen-age market?

In taking stock of individual operations, we should remember that it is becoming almost essential to maintain a garden center—a center at which all gardening needs can be purchased—in order to make the most of the outdoor-living trend. It is possible that in the next decade the old-fashioned nursery salesyard will no longer exist.

In purchasing allied lines for the garden center, one is advised to choose one good line in a particular field and stay with it. For instance, I have discovered at my own nursery that, since I have been carrying the full line of only one manufacturer of insecticides and fungicides, sales have increased far beyond my expectations. The time required to make a sale has been cut substantially, and the confusion that results from showing many products that do the same job has been eliminated.

Personnel Training

No firm is better than its personnel; therefore, it is our responsibility as owners and operators to train employees to protect the customer's interests as well as our own. The following questions can be used as a check list for adequate personnel training:

Are regular sales meetings held, at which sales techniques and the use of new products are explained? Are salespeople kept informed of such things as special items that will be received in stock during the coming week? Is a system practiced whereby stock is checked and replaced in display as well as in inventory?

Summary of a talk on retail selling and the market given by F. S. Cornelius, Jr., Cornelius Nurseries, Inc., Houston, Tex., at the recent convention of the Louisiana Association of Nurserymen at Baton Rouge.

Does the sales force have the enthusiasm and sincerity that it takes to sell? Do salespeople remember and use customers' names? Do they suggest showing the customer a new plant or product that has just arrived?

Merchandising is a great challenge, and we must meet it with sound business practices. If we who own garden centers are not adept at modern merchandising and management ourselves, we should hire someone who is. This employee need not know a great deal about the nursery business, but he must be a good manager and merchandiser. A person of such ability can readily adjust himself to the nursery trade.

In order to maintain adequate service in our garden centers, we should check the possibility of stock-

ing any items that are called for and are not carried in stock. We should offer a fast delivery service. And unless we prepare to handle the rush periods of the week and the year by hiring extra salespeople and porters, we are failing to meet the needs of our customers and to get our share of the consumer's dollar. We should keep our customers informed of material to be planted and garden tasks to be performed at different times of the year. This important phase of garden center merchandising can be carried on through the regular advertising media or through modern sign equipment now available for display in front of our places of business.

One thing must be remembered in connection with the merchandising campaign just mentioned: We

**QUALITY MERCHANDISE
AT REASONABLE PRICES**

**VANDERBROOK
NURSERIES,
INC.**

MANCHESTER, CONN.

Wholesale Nurserymen Since 1922



**PRINCETON
NURSERIES**

**A very complete line of
Quality Ornamental Stock.**

Come to see us.

Send us your Want List.

Write for catalog.

PRINCETON NURSERIES

Ph. Princeton 1-1776 PRINCETON, N. J.

Pikes Peak Nurseries

P. O. Box 679, Dept. A
INDIANA, PA.

Christmas Tree Seedlings
and Transplants

Write for Free Catalog

QUALITY LINERS

In Wide Assortment
NURSERY SALES, INC.

525 Stevens Ave., P. O. Box 295
RIDGEWOOD, N. J.
Gl. 4-6848

FOR 57 YEARS

*Our business has been
growing*

Rhododendrons

Azaleas

Perennials, Roses

All Nursery Items

BOBBINK NURSERIES, INC.

586 Paterson Ave.
E. RUTHERFORD, N. J.

EVERGREENS

300 acres of choice Evergreens

ready for immediate resale

Write for list.

GARDNER'S NURSERIES, Inc.
ROCKY HILL, CONN.

SHEPARD NURSERIES

Growers and Distributors of

ORNAMENTAL NURSERY STOCK

Truckloads only, no boxing.

60 acres growing. Skaneateles, N. Y.

GROWERS

EVERGREEN TREE LINING-OUT STOCK
Write for free price list.

SUNCREST EVERGREEN NURSERIES
P. O. Box 305-F HOMER CITY, PA.

IMPORTED HOLLAND BULBS

GERALD KABEL, 48936 North Gratiot Phone: **HOWARD 30790** **Mt. Clemens, Mich.**

Our Dutch bulbs are here. All orders will be shipped within 24 hours.

PLEASE NOTE CAREFULLY WHEN ORDERING

QUANTITY DISCOUNTS		
If your order totals:.....\$ 50.00.....	deduct 2%	
If your order totals:.....\$100.00.....	deduct 4%	
If your order totals:.....\$400.00.....	deduct 10%	

ALL PRICES (unless noted otherwise) ARE PER 1000—but 100 bulbs of a variety and size take the thousand rate!
Varieties with an asterisk (*) in front of the name are good forcing varieties.
TERMS: Net cash. 25% deposit required from firms unknown to us.

DARWIN TULIPS

	Per 1000	Top 13 cm.	1st 11-12
Afterglow. Soft apricot-orange, edged salmon	48	48	48
*Allbright. Glossy deep red; early forcer	45	45	45
*Aristocrat. Bright red. Sport of Bartigon	50	50	50
*Bartigon. Bright crimson-red; for late forcing	45	45	45
*Black Eagle (Blue Eagle). Intense deep purple; tall	48	48	48
Breezeand. Geranium-red; large globular flower	45	45	45
*Campfire. Pure scarlet. Sport of Bartigon	45	45	45
*Charles Needham. Large bright scarlet. Extra-fine	55	55	55
*Clear Butt. Clear salmon-pink	45	45	45
*Cornellie. Deep rose-pink. Large flower	44	44	44
*Demeter. Superb glossy purple; early-flowering	50	50	50
*Dorrie Overall. Dark lavender, lighter edge	50	50	50
Eclipse. Brilliant deep crimson; large and tall	50	50	50
Farncombe Sanders. Brilliant cardinal-red, white base	45	45	45
*Glacier (Wildlust). White, ivory stamens; very large	50	50	50
*Golden Age. Buttercup-yellow, flushed salmon-orange	50	50	50
Helen Eakin. Pure white, black stamens; large and tall	48	48	48
Insurpassable. Orchid-lavender with white center	50	50	50
La Tulipe Noire. "The Black Tulip." Maroon-black	45	45	45
Mamassa. Bright buttercup-yellow	50	50	50
Margeaux. Deep wine-red, large flower	50	50	50
Mr. Van Zyl. Salmon-pink with lighter edge	50	50	50
*Mrs. Grulleman. Creamy-white, with yellow anthers	38	38	38
Niphetos. Soft sulphur-yellow; inside primrose-yellow	50	50	50
Pride of Haarlem. Rose-red suffused with purple	45	45	45
Pride of Zwaneburg. Beautiful deep pink; large	45	45	45
*Princess Elizabeth. Soft-rose, silvery margin	50	50	50
Queen of Night. Deep purple-black	45	45	45
*Red Pitt. Bright red sport of Wm. Pitt	45	45	45

DOUBLE EARLY TULIPS

*Electra. Deep cherry-red	55	46
*Mr. Van der Hoeft. Pure yellow	55	46
*Orange Naasau. Bright orange-red	55	46
*Peachblossom. Brilliant rosy-pink	55	46
*Schoonoord. Pure white	55	46

SINGLE EARLY TULIPS

Brilliant Star. Rich dazzling scarlet	50	42
*Coeur Cardinal. Deep glowing scarlet, shaded plum	58	50
*Gen. De Wet. Distinct orange. Good forcer	50	42
*Keizerskroon. Scarlet-red, with broad yellow margin	50	42
*Pink Beauty. Large deep pink, flushed white	50	42
*Prince Carnaval. Red, flamed yellow	50	42
*Rising Sun. Large, clear golden-yellow	50	42
*Sambur. Large orange-yellow, flushed red	50	42
*Una Minor. Large deep golden-yellow	50	42

COTTAGE TULIPS

Advance. Light scarlet, flushed cerise; early	50	42
*Albino. Large pure white. Excellent for forcing	45	38
*Avis Kennicot. Rich yellow, black base; fragrant	48	40
Barbara Pratt. Fine carmine-rose, lilac-pink edge	48	40
Belle Jaune. Deep golden-yellow; egg-shaped	48	40
*Carrara. Pure marble-white	45	38
Chappanna. Violet-rose with carmine-rose edges; strong stem	50	42
*Golden Harvest. Large soft yellow. Good forcer	45	38
Golden Measure. Deep canary-yellow	50	42
G. W. Leek. Brilliant geranium-red. Extra-fine	50	42
Marjorie Bowen. Buff and salmon	45	38
Marshal Haig. Brilliant scarlet-red; yellow base	50	42
*Mrs. John T. Scheepers. Very large light canary-yellow	50	42
Northern Queen. Large lilac-pink, white base	48	40
Scarlet Glory. Brilliant scarlet; pointed petals	50	42
Smiling Queen. Beautiful deep rose-pink; silvery-pink edge	50	42
White City. Pure white; yellow anthers	50	42
Yellow Emperor. Rich deep golden-yellow	45	38

COTTAGE TULIP MIXTURE

Choice mixture of many varieties and colors	45	38
---	----	----

HYACINTHS

50 of a variety and size at 100 rate.
250 (may be assorted in multiples of 50) at 1000 rate.
Varieties marked "A" are for earliest forcing.
Varieties marked "B" are for February-March forcing.
Varieties marked "C" are for Easter forcing.

Red and Pink Varieties

*Anne Marie. Delicate pink, well-formed trusses (A).
*Gertrude. Deep pink, compact spike (C).
*Jan Bos. Brilliant rich scarlet (A).
*Lady Derby. Light pink. Broad tall spike (B).
*La Victoire. Brilliant carmine-red. Large (A).

White Varieties

Arendine Arendsen. Wax-white. Large full trusses (A).
Carnegie. New pure white. Strong compact spikes (B).
Edelweiss. Pure white. Broad compact spike (A).
*Innocence. Pure white (A).

Blue and Purple Varieties

*Bismarck. Sky-blue. Large broad spike. Best early (A).
*Beff. Blue. Bright porcelain-blue. Compact spike (B).
Dr. Stresemann. Pure clear blue. Enormous spike (B).
*Grand Maitre. Porcelain-blue. Excellent spike (B).
*King of the Blues. Deep Oxford-blue. Large tight spike (C).

Yellow and Salmon Varieties

*City of Haarlem. Lemon-yellow. Long splendid spike (B).
Prince Henry. Splendid clear yellow. Large spike (A).
Yellow Hammer. Golden-yellow. Large broad spike (B).

	Per 100	Per 1000
19-cm. up	\$14.50	\$135.00
18 to 19-cm.	13.00	120.00
17 to 18-cm.	11.00	100.00
16 to 17-cm.	9.50	85.00
15 to 16-cm.	8.00	70.00
14 to 15-cm.	7.00	60.00

DOUBLE LATE (Peony-Flowered) TULIPS

	Per 1000	Top 13 cm.	1st 11-12
Blue Flag. Light violet-blue	50	42	42
Bonanza. Beautiful carmine with distinct yellow edge	50	42	42
Clara Carder. Tyrian-rose; white base	50	42	42
Coxa. Carmine-red with white edge	50	42	42
Eros. Pleasing shade of lilac-rose	50	42	42
Hermione. Beautiful light lavender-pink	50	42	42
*Livingstone. Bright cardinal-red	50	42	42
*Mount Tacoma. Large, pure white	50	42	42
Nizza. Yellow, striped with feathered red	50	42	42
Rocket. Cherry-red. Sport of Eros	50	42	42
Snowball. Very fine large white	50	42	42
Snow Prince. Largest double pure white	50	42	42
Symphonia (Double Pride of Haarlem). Rose-red	50	42	42
Synope. Carmine-red, edged pure white	50	42	42
Uncle Tom. Deep maroon-red; medium short	50	42	42

RED EMPEROR. Large brilliant scarlet. Very early .. 55 47

PARROT TULIPS

Recent introductions with strong, straight stems:		
Black Parrot. Glossy purple-black. Novelty	50	42
Blue Parrot. Large bright violet-blue	50	42
Discovery. Soft lilac-rose. Princess Elizabeth sport	55	46
Fantasy. Large salmon-pink	50	42
Faraday. White, flushed salmon-pink	50	42
Firebird. Scarlet-red sport of Fantasy	50	42
Gadelan. Violet and mauve, shaded purple	65	58
Orange Favorite. Bright orange, green blotches	48	40
Parrot Wonder. Sport of Pride of Haarlem. Carmine-red, large flower; tall, strong stem	60	55
Pink Champion. Light lavender-pink. Very dainty	55	46
Red Champion. Bright crimson, shaded rosy-red	60	50
Sunshine. Clear golden-yellow. (11-12 cm. top size.)	55	55
Texas Gold. Deep yellow. Inglecombe Yellow sport	60	55
Theresa. Very large, cochineal-red	55	46
Violet Queen. A blending of soft lilac shades	55	46

PARROT TULIP TRIAL COLLECTION

12 of each of 6 varieties; your choice or ours, six dozen top-size bulbs for ONLY.....\$5.00

PACKAGED FOR COUNTER SALES

Colored Label—Planting Instructions on Each Package. CONTAINS 100 Boxes, Assorted as Follows:

45 Boxes Tulip Bulbs
FIRST SIZE — 10 Bulbs per Box
Consisting of 10 Boxes Rainbow Mixture: 10 boxes of Red; 4 boxes each of White, Pink, Yellow, Lavender, Black and
DOUBLE TULIPS: 2 Boxes each, Red, White, and Pink and Yellow.
PARROT TULIPS: 3 boxes each, Blue, Black, Pink and Red. 5 Boxes of RED EMPEROR.

10 Boxes Daffodil Bulbs Double Nose No. 2 — 6 Bulbs per Box.
Consisting of 10 Boxes of Yellow Trumpet Daffodils and Red Cup Narcissal Bulbs Mixed.

20 Boxes Hyacinth Bulbs: size 15-16 cm.
5 Bulbs per Box
Consisting of 5 Boxes Rainbow Mixture and 5 Boxes of White, Blue, Red.

25 Bulbs per Box
Consisting of 5 Boxes RAINBOW MIXED CROCUS.



YOUR COST:

\$48.00

(Per Case of 100 Boxes)

F.O.B. Mount Clemens

YOUR

SELLING PRICE

98c ea.

(or less if your markup permits).

WHAT?...

... is one of the fastest-growing trends in the nursery business today?

... lengthens your selling season ... can be put on sale early before most bare root stock or evergreens?

... cuts time spent waiting on customers?

... requires no potting, heeling in, labeling or wrapping?

ANSWER:

BURR'S PACKAGED PLANTS

Roses Shrubs Trees

• Our BIGGER PROFITS PROGRAM FOR 1958 includes new merchandising ideas, new selling tools, new free services. In addition, we have for you new plant varieties, new metal display racks, giant signs, helpful ad mats, plus wall charts of plant blooms in full color.

Make 1958 the year you, too, make real money on packaged plants.

NEW CATALOGS READY!

For Bare Root and Packaged Plants.

Write for your copies TODAY,
or telephone Manchester, Conn.,
Mitchell 3-1561.



C. R. BURR & CO.

Catalog Dept. B
Manchester, Conn.

Please send catalog checked.

☐ Bare Root ☐ Packaged Plants

Name.....

Address

must never imply, contrary to fact, that it is the proper time to plant an overstocked item that we are trying to sell out. Unloading off-season items in this way is dangerous. It creates an impression that will not only hurt our industry but will lose for our individual business the confidence of the public, which no amount of advertising or attractive pricing can regain.

In pricing garden center stock we must consider the cost of the merchandise and our own operational costs, which govern the percentage of markup we must use. Overhead must be kept as low as possible while still permitting us to maintain the highest quality and services. Prices set in accordance with the costs of such an operation will meet with amazingly little sales resistance. Unreasonably low prices will price us right out of business as quickly as unreasonably high prices.

Having considered the basic operations of our own businesses, let us see how well we are taking advantage of the trend toward outdoor living. Gardening is today the nation's No. 1 hobby. America is going suburban, and this trend can put more money in our bank accounts. There are approximately 30,000,000 gardeners in the country, who spend about \$4,500,000,000 annually on items for the garden and lawn. Of this amount, approximately \$875,000,000 is spent on nursery stock. It is predicted that within the next 10 years expenditures for garden and lawn items will reach approximately \$10,000,000,000. The largest contributing factor in this increase will be expanded sales of chain, department and garden stores. We can join this parade to higher profits by handling the merchandise that will sell.

Vacations at Home

Americans have more leisure because of shorter work weeks and paid vacations. They are also staying at home more than they did in previous years. Air conditioning, comfortable outdoor-living facilities and the high cost of tourist attractions contribute to this effect. And a new field of business has been created thereby. Merchants that used to suffer from a summer business slump now find summer one of their best seasons. We nurserymen can do the same if we keep abreast of the trend.

Our job is to sell that which will make it comfortable for our customers to stay at home. We must stock items that make outdoor living more pleasurable; barbecue grills, for example, or equipment for do-it-yourself patios and terraces, or lights for

BIG

We have one of the largest available supplies of big specimen material, including:

TAXUS CUSPIDATA

- HYBRID RHODODENDRON
- TSUGA CANADENSIS
- GINKGO BILOBA
- AZALEA
- ILEX BUXIFOLIA
- ILEX OPACA
- TAXUS FASTIGIATA
- TAXUS REPANDENS

For 39 years

one of America's
leading nurseries

**TOWSON
NURSERIES
INC.**

Office and Nurseries
P. O. BOX 175, COCKEYSVILLE, MD.

FLOWERING SHRUBS

Euonymus alatus compactus

18 to 24 ins. 2 to 2½ ft. 2½ to 3 ft.
Spiraea, Red-leaved Barberry, Lilac,
Variegated Dogwood, Flowering Quince,
Amur River and Ibolium Privet and
Zabel Honeysuckle.

EVERGREENS

Juniperus glauca hetzi
18 to 24 ins. 2 to 2½ ft. 2½ to 3 ft.
Pinus nigra austriaca
2 to 3 ft. 3 to 4 ft.
Taxus cuspidata capitata
well-sheared specimens
5 to 7 ft.

SHADE TREES

Maple — Sugar, Red and Norway
All nursery-grown. Also collected
specimen Sugar Maple in sizes from
4 to 8-in. cal.
Willow, Globe Weeping, sizes up to
3½-in. cal.
Oak, Pin, in sizes up to 2½-in. cal.

VINES

Hall's Japanese Honeysuckle
3-yr., very heavy.

BAKER'S NURSERIES
HOOSICK FALLS, N. Y.

Trees, Evergreens, Shrubs Fruit Trees

Write for Our Wholesale Trade List

W. T. Smith Corporation
Telephone 2689 GENEVA, N. Y.

DEL-MAR-VA NURSERIES

Growers of Quality
Taxus, Ilex and other Ornamentals.
Ask for list.

DEL-MAR-VA NURSERIES
LINCOLN, DEL.

Phone: Milford, Delaware 4445

7000 Heavily Pruned Scotch

CHRISTMAS TREES

We invite inspection.

SYLVAN DELL NURSERY

R. D. 1, Williamsport, Pa.

FLOCK...and MAKE MONEY!



It's Easy with **"Floc-Flo"**

Flock Branches • Flock Trees • Flock Centerpieces

Flock a 3-ft. Christmas tree in 60 seconds—a 5-ft. tree in 5 minutes against a solid half hour. The "Floc-Flo" machine is completely self-contained. It needs no air compressor. Just plug it into the nearest 110-volt outlet, and flock—your present air supply must only match your adhesive gun requirements. "Floc-Flo" is the only flocking machine on the market which will handle ALL grades and types of flock.

\$475.00 F.O.B. Chicago

Lifetime Guarantee

SPARKLE FLOC

New, modern-designed equipment allows us to offer these rich and lustrous flocks at new low prices.

WHITE—\$30.00 per 50 lbs.

Imitates Jack Frost's artistry

CHILLY PINK—\$32.00 per 50 lbs.

A new popular color

ICE BLUE—\$32.00 per 50 lbs.

The NEW Christmas color

100% PURE VIRGIN RAYON SNOW FLOCK

Fire Retardant—Glitter Added

WHITE—72c per lb.*

COLORS—82c per lb.*

*50 lbs. minimum quantity.

(Colors may not be combined for minimum order.)

Light Blue

Turquoise

Chartreuse

Black

Green

Scarlet

FREE BOOKLET—By William Rieck: "What's New in Flocking." A must for anyone who is now flocking or plans to go into this profitable field.

Our terms are 25% with order. These terms are no reflection on your credit rating. By these terms we can pass on to you the lowest prices on the market—save you money.

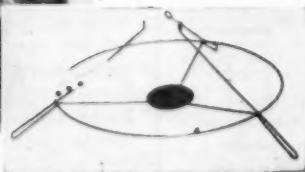
F.O.B. Chicago.

"Sno-Stick" Adhesive for Two-gun Flocking (Non-toxic) 5 Gals.—\$2.50 Per Gal.
50 Gals.—\$1.50 Per Gal.

A CHRISTMAS TREE STAND THAT REALLY HOLDS the TREE



It's Strong!
It's Durable!



New • Simple **"Wire Wonder"** Economical

Trade Tested—The MOST IMPROVED DESIGN on the Market Today!

- Mounts any size tree in less than 2 minutes
- Instant adjustment—a crooked or bent tree can be made straight in less than 10 seconds.
- Ideal for dealer displaying trees
- Ideal for advertising specials

SELL IT WITH TREE
SELL IT ALONE

RETAILS for only \$1.00—For 26-in. stand to hold tree up to 7 feet. Packed 16 to a carton... \$7.20 per doz. Freight prepaid anywhere in the U. S. on 72 or more. Special price by 100's.

Also design for Tree Table — 15 seconds to mount. Packed 26 stands to carton \$5.40 per doz. Freight prepaid anywhere in the U. S. on 72 or more.

FLOC-FLO ENGINEERING DESIGN
5802 OLSON HIGHWAY
808 W. RANDOLPH ST.
MINNEAPOLIS, MINN.
CHICAGO, ILL.

ROSES

Again we offer them from the finest rose-growing areas:

CALIFORNIA — ARIZONA — OREGON

All the leading patented and standard varieties.

Price Schedule of Standard Varieties

	Each 10	Each 250	Each 1000	Each 2500	Each Over 5000
Grade	to 240	to 990	to 2490	to 5000	5000
No. 1 . . .	\$0.60	\$0.58	\$0.56	\$0.55	\$0.54
No. 1½ . .	.50	.48	.46	.45	.44

NO CHARGE FOR PACKING—F.O.B. MOORESTOWN, N. J.

FREE INDIVIDUAL LABELS AND SET OF COLORED PICTURES

MOORESTOWN GARDENS, Inc.

55 E. OAK AVE.

MOORESTOWN (Burlington County), N. J.

(Exit 4 on New Jersey Turnpike)

Phone: BELmont 5-1020

Exclusive Eastern Distributors for Cloverset Pots

Complete List Upon Request

SEEDS

for the Nurseryman and Forester.

Write for catalog.

F. W. SCHUMACHER, HORTICULTURIST
SANDWICH, MASS.

NORWAY MAPLES

Straight Trunks

With Good Heads

1800 2 to 2½-in. cal.

600 2½ to 3-in. cal.

275 3 to 3½-in. cal.

FEENEY'S NURSERY

Bustleton Pike

Feasterville, Pa.

We never talk about the other fellow's low prices; he knows what his merchandise is worth. We grow good evergreen liners. Ask for our wholesale list.

STEDMAN NURSERIES, INC.
NEWFANE, N. Y.

MIST-O-GATION, INC. NOW OFFERS

Outdoor Rooted Cuttings

1 and 2-yr. transplants to the trade. List upon request.

Propagation surplus, due to more efficient propagation methods, principally the use of fog. See our equipment advertisement in this issue.

MIST-O-GATION, INC.
Middletown, Del.

ENKIANTHUS CAMPANULATUS

Can be transplanted into beds now
For those desiring a different kind of plant for the shrub border or ericaceous plantings we recommend *Enkianthus campanulatus*. Red stems, dark green leaves, cream to pink bell-like flowers that are useful for flower arrangements and a scarlet fall foliage.

8 to 12 ins., T.....\$15.00 per 100
12 to 15 ins., T.....25c each

Send for list of rare plants.

ALANWOLD NURSERY
Neshaminy, Bucks Co., Pa.

the garden. These and many more items can create the urge in the customer to shop the year around at our garden centers.

We should also make it easy for customers to purchase our wares. Approximately six out of 10 families buy on credit terms. Are we creating a system for giving our customers this convenience as other merchants are doing? How many of us have made arrangements with a bank, a contractor or a manufacturer to handle time payments on swimming pools, sprinkler systems, patio construction, garden furniture and other such items?

Why can we not sell more outdoor living rooms? It costs approximately \$10 per square foot to construct a modern home; yet, we can create an outdoor living area for \$3 per square foot or less. Are we making the public aware of this fact as well as the boat manufacturers, for instance, are publicizing the desirability and ease of owning a boat? In my state, banks use billboard advertising to identify themselves as headquarters for boat loans. How many billboards can we find that advertise a home landscape or a patio that can be financed through a bank?

The nursery trade should logically be the leader in the trend toward outdoor living. Our customers' joining this trend can be considered our responsibility. We will receive their business if we assume the responsibility and offer the necessary services.

Teen-Age Market

One sales potential that the nursery industry has almost completely overlooked is the teen-age market. What are we nurserymen doing to create in the nation's youth an appreciation for the beauty that we sell? How can we take advantage of this great potential market as other progressive merchants have done? We might begin with a simple campaign like reminding the teen-agers to remember their parents on Mother's day and Fathers' day. We might appeal to their good sportsmanship in keeping America clean, beautiful and green. The pleasures of outdoor living, too, should be effective material in a campaign to sell the teen-ager on our industry. Other ideas on methods of reaching this market can be gained from many magazines of general circulation. If we approach America's youth in the proper manner, we can win one of the largest markets in the country.

I believe that we have a golden era in the nursery trade before us if we are wise in our decisions. And

BAIER LUSTGARTEN AZALEALAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage. Over 200,000 for fall and spring delivery. All sizes from 8 ins. to 3 ft. All B&B.

AMOENA

8 ins.	\$0.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00

CORAL BELLS

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00

HINODEGIRI

Our Hinos are very dark red.

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00
30 ins.	6.00
36 ins.	7.50

ORANGE BEAUTY KURUME

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25

HINO-CRIMSON

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00

SNOW

6 ins.	\$0.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25

LEDIFOLIA ALBA

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00

MAXWELL

8 ins. ....	.75
10 ins.	1.00

KAEMPFERI

Hardest of all azaleas; well-budded, heavy.

OTHELLO, SALMON BEAUTY, FEDORA and CARMEN are all the same price.

8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00
30 ins.	6.00
36 ins.	7.50

We also have limited quantities of the following varieties: Louise Gable, Favorita, Beethoven, Johann Strauss, Rose Bud, Rose Greeley, Addy Wery and Polaris.

Rooted cuttings of all varieties ready November 1. \$50.00 per 1000 except—Rose Bud, Rose Greeley, Addy Wery, Louise Gable, \$75.00 per 1000.

Buy northern-grown hardy azaleas. Our cuttings are made from plants that have been outdoors, unprotected for the past 15 years. Try them once and see the difference.

Write for Our Catalog for Many Other Items Which We Grow

BAIER LUSTGARTEN

Jericho Turnpike, MIDDLE ISLAND, L. I., N. Y.

Phone: Yaphank 4-3444

QUALITY GROWER

EVERGREENS RHODODENDRONS AZALEAS

Landscape Size Our Specialty.
Send for Price List.

SPRING VALLEY NURSERIES

Pine Township, Pa.

Box 451, Old State Road

R. D. 1

GIBSONIA, PA.

15 Miles North of Pittsburgh.

FOR FALL OR SPRING SHIPMENT

We have a few thousand Red Barberry two-year seedlings. We also have some Taxus liners. A list of these will be sent upon request.

VERKADE'S NURSERIES

New London, Conn.

ORNAMENTAL EVERGREENS

Trees and Shrubs

BAGATELLE NURSERY

P. O. Huntington Station, N. Y.

VUYK VAN NES

Vuyklana Azaleas, Hardy Forcing Hybrids
Ghent and Mollis Azaleas
Hybrid Rhododendrons
Clematis, Peonies, Astilbe, Dicentra
Red Maple, Copper Beech, Fancy Shrubs
140 Cedar St., New York 6, N. Y.

NURSERY STOCK

1957-1958 Season

Red-leaved Barberry, seedlings
Cydonia japonica, seedlings
Cornus florida, seedlings
Euonymus alatus compactus, liners
Forsythia Spring Glory, liners
Hydrangea arborescens grandiflora
Taxus, in variety, liners

BROUWER'S NURSERIES

Box 25, NEW LONDON, CONN.

LILACS ON OWN ROOTS

Plant This Fall

For fall planting we offer 1500 strong plants, sizes 2 to 6 ft., wide-spreading, heavily rooted, carry flower buds.

A LANDSCAPE ARCHITECT'S BONANZA

Attractive price for all or part. Inspection invited. Truckloads solicited.

Pres. Gravy, Charles X, Macrostachya, Mme. Lemoine, Mme. Casimir Farier, Obelisque, Marie Le Graye, Wm. Robinson, Leon Gambetta.

SAMUEL FRASER NURSERY

Lilac Grower for 40 Years
Box 158, 22 Main St., Geneseo, N. Y.

AZALEAS AND HEDGE PLANTS

Splendid stock.

Write for Price List.

DIAMOND STATE NURSERIES

MILFORD, DEL.

I know of no better way to accomplish our ends than through active participation in our trade organizations. We should be members of local and state organizations and of the American Association of Nurserymen. We should pay our just amount of dues. We should really participate, giving to as well as taking from these organizations. We should contribute our ideas and complaints about our industry, seek help and offer suggestions. These are important points; for if we participate in the activities of our trade organizations we are contributing to the effort that the nursery business needs to attain its rightful position among modern industries.

PRINCIPALS' LIABILITY FOR AGENTS' ACTS

Federal court cases which led to decisions affirming orders of the federal trade commission and emphasized the liability of a principal for the acts of his agents and employees are cited in the October 7 News Letter of the American Association of Nurserymen. The cases are used by A. A. N. special counsel, James Horton, as the bases for the following propositions in such matters.

"1. The principal is liable for the acts of his agents and employees if within the actual or apparent scope of their authority, even when such acts are unauthorized. The principal is liable even though he makes every effort and exercises every precaution to prevent misrepresentations.

"2. The court construing the provisions of the F. T. C. act held that the designation of a salesperson as an 'independent contractor' by contract or agreement between the parties is not controlling as to the status of such salesperson. The interest of the court is in determining whether misrepresentations were made within the apparent scope of the authority of the salespersons however designated, and if so the principal will be held liable."

MOTOR FREIGHT AGAIN

Suggestions made by the American Association of Nurserymen for marking bills of lading and packages to assure proper care of stock shipped in cold weather and still avoid shipping delays and possible increase of motor carriers' rates were reported in two previous issues of the American Nurseryman. Now, again, the association publishes the opinion of an A. A. N. member that marking packages "Live plants—keep from heat or freezing," as recommended by the

DA

After
Allib
Ame
Arist
Bart
Blou
Camp
Char
City
Clara
Cord
Deme
Duke
Farn
Giant
Glac
Golde
Golds
Insur
King
La T
Mam
Marg
Mont
Mrs.
Nip
Palen
Paul
Phili
Fried
Fried
Princ
Fru
Purp
Queen
Red
Sear
Scot
Sunk
The
White
Willi
Yellow
Zwan
Rainb

BRE
Dillen
Georg
Louis
Tande
Velvet
Rainb

Blue,
Yellow
Mixed
WE
Realt

Per 10
Per 10

Prices
50 at 1
Beers
Carlo
Cheer
Crag
Daisy
Duke
Flower
Fortu
Franc
Geran
Golden
Imper
Ingles
King
Lauren
Magni
Mount
Mrs. E
Mrs. R
Ramb
Scarle
Spring
Texas
Twink
Mixture
Mixture

P. O

IMPORTED HOLLAND BULBS

Exhibition Quality—Prompt Service—True to Name—Up to Size

**ALL
PRICES
PER
1000**

TULIPS and CROCUS—100 of a variety and size at 1000 rate.
HYACINTHS and NARCISSI—50 of a variety and size at 1000 rate.
IRIS and MISCELLANEOUS BULBS—250 of a variety and size at 1000 rate.
Orders should be in multiples of 50, 100 or 250 as shown above.

DARWIN TULIPS

	12 cm. and up	11 to 12 cm.
Afterglow, Orange-rose	\$45.00	\$40.00
Allbright, Bright red	50.00	40.00
American Flag, Red and White	55.00	50.00
Aristocrat, Dark violet-rose	50.00	45.00
Bartlett's Max, Clear crimson	50.00	45.00
Bien Aimable, Heliotrope-blue	45.00	40.00
Campfire, Blood-red	50.00	40.00
Charles Needham, Vermilion	55.00	50.00
City of Haarlem, Deep red	60.00	55.00
Clara Butt, Salmon-pink	45.00	40.00
Cordell Hull, Red, streaked white	50.00	45.00
Demeter, Reddish-purple	50.00	45.00
Duke of Wellington, White	55.00	45.00
Farncombe Sanders, Scarlet	45.00	40.00
Giant, Purple-violet	50.00	40.00
Glacier, Ivory-white	50.00	45.00
Golden Age, Deep yellow	50.00	45.00
Golden Measure, Golden-yellow	50.00	45.00
Insuperable, Lilac	50.00	45.00
King George V, Bright red	45.00	40.00
La Tulipe Noire, Purple-black	50.00	45.00
Manassas, Buttercup-yellow	50.00	45.00
Montgomery, White, edged red	50.00	45.00
Mrs. Grullmans, Creamy-white	50.00	45.00
Niphetos, Sulphur-yellow	50.00	45.00
Palemang, Soft yellow	45.00	40.00
Paul Richter, Geranium-red	55.00	45.00
Philip Snowden, Carmine-rose	45.00	40.00
Pride of Haarlem, Cerise	45.00	40.00
Pride of Zwanenburg, Salmon	50.00	45.00
Princess Elizabeth, Salmon	45.00	40.00
Prunus, Salmon-pink	45.00	40.00
Purple Copland, Purple	45.00	40.00
Queen of Night, Purplish-black	45.00	40.00
Red Pitt, Dark blood-red	45.00	40.00
Scarlet Leader, Blood-red	50.00	45.00
Scarlet Sensation, Scarlet-red	45.00	40.00
Scotch Lassie, Deep lavender	45.00	40.00
Sunkist, Deep golden-yellow	45.00	40.00
The Bishop, Violet-blue	50.00	45.00
White Giant, Pure white	50.00	45.00
William Copland, Lilac	40.00	35.00
William Pitt, Cerise-red	45.00	40.00
Yellow Giant, Golden-yellow	45.00	40.00
Zwanenburg, Pure white	50.00	45.00
Rainbow Darwin Mixture	40.00	35.00

BREEDER TULIPS

Dillenberg, Apricot-orange	45.00	40.00
George Grappe, Deep lavender	50.00	45.00
Paul XIV, Purple, shaded bronze	60.00	50.00
Tantalus, Yellow shaded purple	55.00	50.00
Velvet King, Purple-violet	50.00	42.00
Rainbow Breeder Mixture	50.00	42.00

CROCUS

	7 to 8 cm.	8 to 9 cm.	9 to 10 cm.	10 cm. and up
Blue, White, or Striped	\$10.00	\$15.00	\$17.00	\$20.00
Yellow	15.00	20.00	25.00	30.00
Mixed Colors	11.00	16.00	18.00	22.00

WEDGWOOD IRIS—West Coast Grown

	8 to 9 cm.	8 1/2 to 9 cm.	9 to 10 cm.	10 to 11 cm.
Per 100	\$ 2.00	\$ 2.50	\$ 3.50	\$ 5.50
Per 1000	15.00	17.50	30.00	47.50

NARCISSI

	D.N. No. 1	D.N. No. 2	D.N. No. 3
Beersheba, Fine pure white	\$120.00	\$90.00	\$85.00
Carlton, Clear yellow, frilled cup	85.00	65.00	45.00
Cheerfulness, Double White	70.00	55.00	45.00
Craftford, White, orange eye	85.00	65.00	50.00
Daisy Schaeffer, White, yellow crown	90.00	75.00	60.00
Duke of Windsor, White, apricot cup	90.00	75.00	60.00
Flower Carpet, Improved King Alfred	90.00	75.00	60.00
Fortune, Yellow, orange-red cup	85.00	75.00	60.00
Franciscus Drake, White, yellow cup	90.00	75.00	60.00
Geranium, White, orange-red cup	75.00	60.00	45.00
Golden Harvest, Large golden-yellow	110.00	90.00	65.00
Imperator, Large creamy-white	90.00	75.00	60.00
Intelligence, Double lemon-yellow	85.00	70.00	55.00
King Alfred, Clear golden-yellow	90.00	75.00	60.00
Laurens Koster, White, orange cup	70.00	55.00	40.00
Magnificence, Golden-yellow trumpet	85.00	70.00	55.00
Mount Hood, Large pure white trumpet	90.00	75.00	60.00
Mrs. E. H. Krelage, Creamy trumpet	85.00	70.00	55.00
Mrs. R. O. Backhouse, White, pink cup	90.00	75.00	60.00
Rembrandt, Large golden-yellow	90.00	75.00	60.00
Scarlet Elegance, Yellow, red cup	85.00	70.00	55.00
Spring Glory, White, yellow trumpet	85.00	70.00	55.00
Texas, Double yellow, red center	80.00	65.00	50.00
Twink, Double yellow, orange center	80.00	65.00	50.00
Mixture of Trumpet, Varieties Only	85.00	65.00	50.00
Mixture of All Types	85.00	65.00	50.00

PARROT TULIPS

	12 cm. and up	11 to 12 cm.
Black Parrot, Glossy black	\$45.00	\$40.00
Blue Parrot, Heliotrope-blue	50.00	45.00
Discovery, Violet, edged white	50.00	45.00
Fantasy, Soft rose, green marking	50.00	45.00
Faraday, White, flushed rose	60.00	50.00
Firebird, Intense fire-red	50.00	45.00
Gadelan, Violet-mauve	70.00	60.00
Orange Favorite, Orange	50.00	45.00
Pierson Parrot, Deep blood-red	50.00	45.00
Red Champion, Bright crimson	55.00	55.00
Sunshine, Clear golden-yellow	55.00	50.00
Therese, Soft rose-red	55.00	50.00
Violet Queen, Pearl-blue	60.00	55.00
Rainbow Parrot Mixture	50.00	45.00

COTTAGE TULIPS

Advance, Scarlet, shaded cerise	50.00	42.00
Albino, Large, pure white	30.00	42.00
Carrara, Pure white	50.00	45.00
Golden Harvest, Deep yellow	40.00	35.00
G. W. Leak, Geranium lake red	50.00	45.00
Inglescombe Yellow, Canary	40.00	35.00
Marshall Haig, Bright scarlet	50.00	45.00
Mrs. J. T. Scheepers, Pure yellow	50.00	45.00
Northern Queen, White, pink	50.00	42.00
Oasi Oswaldia, White and rose	50.00	42.00
Princess Marg, Rose, Red, yellow	40.00	35.00
Rosy Wings, Apricot-pink	50.00	42.00
White City (Mt. Erebus), White	55.00	50.00
Rainbow Cottage Mixture	42.00	35.00

SPECIAL TULIP MIXTURES

Domestic Stock	Per 100	Per 1000
6 to 7 centimeters	\$ 6.00	
7 to 8 centimeters	\$15.00	\$ 8.00
8 to 9 centimeters	1.75	12.00
9 to 10 centimeters	2.00	15.00
10 to 11 centimeters	2.50	20.00
11 to 12 centimeters	3.00	25.00
12 centimeters up	4.00	35.00

NATURALIZING NARCISSUS

Blooming size, domestic stock, 10 to 12 cm., \$1.50 per 100; \$10.00 per 1000.

SINGLE EARLY TULIPS

	12 cm. and up	11 to 12 cm.
Couleur Cardinal, Deep red	\$65.00	\$55.00
Crown Imperial, Red and yellow	60.00	50.00
Gen. De Wet, Orange-scented	55.00	50.00
Ibis, Deep carmine-red	50.00	45.00
Keizerskroon, Red, yellow edge	50.00	45.00
Olympiade, Deep golden-yellow	50.00	45.00
Prince Carnaval, Red and yellow	55.00	50.00
Prince of Austria, Orange-red	50.00	45.00
Ursa Minor, Golden-yellow	45.00	40.00
White Hawk, Large pure white	55.00	50.00
Rainbow Single Early Mixture	50.00	40.00

DOUBLE EARLY TULIPS

Bonanza, Red, edged yellow	45.00	40.00
Electra, Deep carmine	60.00	50.00
Marchal Niel, Yellow-orange	60.00	50.00
Mr. Van der Hoeft, Pure yellow	60.00	50.00
Murillo Max, White, flushed pink	60.00	50.00
Orange Nassau, Orange-scarlet	60.00	50.00
Schneiders, Deep rose	60.00	50.00
Schoonoord, Pure white	60.00	50.00
Rainbow Double Early Mixture	55.00	45.00

DOUBLE LATE TULIPS

Coxa, Orange-red, edged white	50.00	42.00
Eros, Distinct old rose	50.00	42.00
Mount Tacoma, Pure white	50.00	42.00
Nizza, Yellow, striped red	50.00	42.00
Palette, Lilac-red, edged yellow	45.00	40.00
Rocket, Cherry-red, Eros sport	45.00	40.00
Symphonia, Huge cherry-red	45.00	40.00
Uncle Tom, Deep maroon-red	50.00	42.00
Rainbow Double Late Mixture	45.00	40.00

BOTANICAL TULIPS

	Top Size
Clusiana, Crimson and white	\$ 65.00
Eichleri, Large crimson-scarlet	40.00
Kaufmanniana, White, tinted red	50.00
Marjoletti, Yellow, flamed red	45.00
Orphanidea, Bronze, green center	100.00
Peacock Tulips, Rainbow Mixture	80.00
Pracastans, Type, Carmine-scarlet, Tall	75.00
Pracastans, Fudisler, Scarlet, Dwarf	150.00
Pracastans, Tubergen's Var, Scarlet-orange, Dwarf, and very early	70.00

FOSTERIANA TYPE

	12 cm. and up	11 to 12 cm.	10 to 11 cm.
F. Princeps, Orange-red	\$ 50.00	\$45.00	\$40.00
F. Red Emperor, Scarlet	50.00	45.00	40.00
F. Purissima, Pure white	200.00		
F. Grand Prix, Yellow	200.00		

HYACINTHS

Bismarck, Sky-blue, early.		
Carmelite, Fine pure white.		
City of Haarlem, Yellow.		
Delft's Blue, Porcelain blue.	50 at 1000 rate.	Per 1000
Dr. Stresemann, Clear blue.	19 cm. up	\$150.00
Grand Maitre, Lavender-blue.	18 to 19 cm.	130.00
Jan Bos, Bright red, Early.	17 to 18 cm.	110.00
King of Blues, Dark blue.	16 to 17 cm.	80.00
Lady Derby, Light pink.	15 to 16 cm.	70.00
La Victoire, Bright carmine.	14 to 15 cm.	60.00
L'Innocence.	(NOTE: Prices above apply on orders for assorted varieties.)	
Marconi, Deep rose-pink.		
Ostara, Deep blue, Early.		
Pink Pearl, Bright rose.		
Queen of the Pinks, Rose.		
Queen of the Whites, White.		

DUTCH IRIS—HOLLAND-GROWN

	8 cm. and up	7 to 8 cm.	6 to 7 cm.
Prices per 1000.			
250 at the 1000 rate.			
Golden Emperor, Deep yellow	\$30.00	\$20.00	\$10.00
Golden Harvest, Golden-yellow	30.00	20.00	10.00
H. G. Van Vliet, Early large blue	25.00	18.00	10.00
Imperator, Late dark blue	25.00	18.00	10.00
White Excelsior, Snow-white	25.00	20.00	15.00
White Superior, Tall pure white	30.00	20.00	15.00
Yellow Queen, Golden-yellow	25.00	20.00	15.00
Rainbow Mixture—All colors	25.00	18.00	10.00

MISCELLANEOUS BULBS

	Top Size
Chionodoxa Lucillae, Blue, white, or pink	Per 100 Per 1000
Erantilis Hyemalis (Winter Aconite), Golden-yellow	\$ 1.50 \$10.00
Fritillaria Imperialis (Crown-Imperial), Mixed	3.00 25.00
Fritillaria Meleagris (Guinea Hen Flower), Mixed	75.00
Galanthus, Single or Double Type, White	2.00 15.00
Iris Cajanus, Dark yellow Spanish Iris	3.50 30.00
Iris Reticulata, Violet-blue, sweet-scented	3.00 25.00
Muscari, Armeniacum, Early Giant, or Heavenly Blue	2.00 15.00
Sella Campanulata, White, blue, pink, or mixed	2.50 20.00
Sella Sibirica (Siberian Squill), Sky-blue	2.50 20.00

GROWERS EXCHANGE, INC.

P. O. BOX 398

FARMINGTON, MICH.

NORTHERN-GROWN STOCK

LANDSCAPE-SIZE SHRUBS		
<i>Clethra alnifolia</i>	Per 10	Per 100
18 to 24 ins., clumps	\$ 4.00	\$ 35.00
2 to 3 ft., clumps	6.00	50.00
<i>Ilex verticillata</i>		
2 to 3 ft., clumps	6.00	50.00
3 to 4 ft., clumps	7.00	60.00
4 to 6 ft., clumps	10.00	90.00
<i>Viburnum cassinoides</i>		
2 to 3 ft., clumps	6.00	50.00
3 to 4 ft., clumps	8.00	70.00
<i>Viburnum dentatum</i>		
2 to 3 ft., clumps	5.00	40.00
3 to 4 ft., clumps	7.00	60.00
4 to 5 ft., clumps	9.00	70.00

CLUMP BIRCH

Paper Birch		
4 to 6 ft., 3 stems and up	40.00	
6 to 8 ft., 3 stems and up	40.00	
Gray Birch		
4 to 6 ft., 3 stems and up	30.00	250.00
6 to 8 ft., 3 stems and up	45.00	350.00

PAPER BIRCH

<i>Betula papyrifera</i>		
6 to 8 ft., shows color	12.00	100.00

All stock is first-quality collected material

See the October 15 issue (pages 20, 21 and 22) for our complete wholesale list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens.

ISAAC LANGLEY WILLIAMS

P. O. Box 352

Exeter, N. H.

LINING-OUT STOCK

LINING-OUT STOCK		
<i>Acer saccharum</i>	Per 100	Per 1000
2 to 3 ft.	\$ 15.00	
3 to 4 ft.	30.00	
4 to 6 ft.	70.00	
6 to 8 ft.	125.00	
<i>Betula papyrifera</i>		
1 to 2 ft.	12.00	100.00
2 to 3 ft.	15.00	120.00
4 to 6 ft.	40.00	
<i>Clethra alnifolia</i>		
6 to 18 ins.	8.00	70.00
<i>Ilex verticillata</i>		
1 to 2 ft.	12.00	100.00
<i>Syringa vulgaris</i>		
1 to 2 ft.	8.00	70.00
<i>Viburnum acerifolium</i>		
6 to 18 ins.	15.00	120.00
<i>Viburnum cassinoides</i>		
1 to 2 ft.	9.00	80.00
<i>Viburnum dentatum</i>		
1 to 2 ft.	9.00	80.00

HEMLOCK SEEDLINGS

<i>Tsuga canadensis</i>		
6 to 9 ins.	5.00	30.00
9 to 12 ins.	8.00	70.00
12 to 18 ins.	15.00	120.00

SELECT STOCK

Large Arborvitae and Chamaecyparis, in variety, 6 to 12 ft.
Smoke Tree, 4 to 7 ft.
Pin Oak, nursery-grown, 3 to 5-in. cal.

GEORGE F. BLOOMER NURSERIES

Garden Center, Rt. 69
Flemington, N. J.

HEMLOCK

Rhododendron—Kalmia
Azalea

CURTIS NURSERIES

CALLICOON, N. Y.

BOULEVARD NURSERIES

Newport, R. I.

- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots

FRUIT TREES

Dwarf and Standard

Send for Wholesale List

KELLY BROS. NURSERIES, INC.
Dansville, N. Y.

For Quality Stock RICKERT NURSERIES

Successor to Moon's
Established 1767
MORRISVILLE, PA.

NURSERY STOCK

Barberry, Green and Red, 2-yr., S.
Rosa multiflora japonica, S.
Euonymus fortunei vegetus, 9 to 24 ins.
Euonymus coloratus, 15 to 18 ins.
Shrubs, in variety.
Fruit Trees, including Dwarf Apple.

Trade List upon request.

BROWN BROTHERS CO.

East Rochester, N. Y.



SHADE TREES—ORNAMENTALS

Gleditsia triacanthos, *Carpinus caroliniana*, *Cercis canadensis*, *Cornus florida*, *Philodendron amurense*, *Platanus acerifolia*, *Liquidambar styraciflua*, *Acer platanoides*, *Acer rubrum*, *Fraxinus americana*, *Acer ginnala*, *Ostrya virginiana*, *Koeleruteria paniculata*, *Pyrus calleryana*, *Pinus strobus*, *Pinus nigra*, *Salix babylonica*, *Pieris japonica* and many more.

HIDDEN VALLEY NURSERY

Phone: Millington 7-1155 Gillette, N. J.

Concord Grape Roots
Red Raspberry

Flowering Shrubs
Boston Ivy
Currants

IVAN R. CONGDON NURSERY

North Collins, N. Y.

QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

DANEGER'S HI-WAY NURSERY, INC.
P. O. Box 336 MILFORD, DEL.

LILACS FOR AMERICA, by Lilac Survey Committee. 30 species, 800 varieties. 48 p. \$1.00 postpaid.
American Nurseryman Chicago 4, Ill.

association as a substitute for the word "Perishable" on bills of lading, would have the same effect as the latter marking in leading to a higher classification and higher rates for nursery stock shipped by motor freight. The member urges close cooperation with the motor carrier and the use of care in timing and routing shipments to avoid freezing damage. He also suggests marking shipping tags: "Keep from heat and frost."

TRUCK SAFETY VIOLATORS

A total of 667 private trucks out of 3,713 inspected by the interstate commerce commission in recent road checks were "placed out of service" for being "so imminently hazardous to operate as to be likely to cause an accident or a breakdown," it is reported in News Letter, the bulletin of the American Association of Nurserymen. The bulletin also observes that new and increased penalties were set this year for violation of ICC safety rules. A fine of not less than \$100 nor more than \$500 is now imposed for the first offense. The minimum for subsequent offenses is \$200, and the maximum, \$500.

KENTUCKIAN DIES

Kingsley Walker, 63, former head of the Kingsley Walker Nurseries, Louisville, Ky., died September 24 in the United States Veterans' hospital, Lexington, Ky., where he had been a patient since 1938 as a result of injuries suffered in World War I. A charter member of the Kentucky State Nurserymen's Association, he was presented with a life membership in the association in 1950. His wife, Grace, has operated the business, which was founded by Mr. Walker's grandfather in 1869 and formerly included retail stores in downtown Louisville. Besides his widow, Mr. Walker is survived by two daughters, two sisters and four grandchildren.

HEADS OKLAHOMA COUNCIL

Harold R. Nickel, Greenleaf Nursery Co., Muskogee, Okla., has been named president of the recently formed Oklahoma Horticultural Council. Other officers of the group are Lee Carter, florist, Oklahoma City, and Russell Pearson, of the Nichols Seed Co., Oklahoma City. Besides nurserymen, members of the new council represent florists', seedsmen's, garden club, pecan growers' and plant food educational groups. A charter and bylaws have been adopted.

Flower Grower

THE HOME GARDEN MAGAZINE

The powerful
moving force in
the garden and
nursery business!

SELECTED GLADS

GEORGE W. LASCH
GENERAL MANAGER
P.O. BOX 26, NEW ALBANY, INDIANA

WHOLESALE DISTRIBUTORS OF ALL-AMERICA GLADIOLUS
YOUR SOURCE OF THE WORLD'S FINEST GLADIOLUS BULBS



INC.

CARIBBEAN
MAYTIME
ROYAL STEWART
APPLEBLOSSOM

May 18, 1957

Mr. John R. Whiting
FLOWER GROWER - The Home Garden Magazine
2049 Grand Central Terminal
New York 17, N. Y.

Dear Mr. Whiting:

It is a pleasure to inform you that we have selected FLOWER GROWER to carry the spearhead campaign for the All-America Gladiolus Selections.

The first 4-color advertising we have ever run will appear in your February, 1958 issue. It will be followed by other ads that will be designed to keep Spring interest high in the minds of top gardeners all over the country.

The principal reason for our running this campaign is to help our cataloguers make more sales of All-America Glads. After conferring with many retail nurseries as well as cataloguers, we have come to the conclusion that FLOWER GROWER will do the best job because it reaches the best retail customers.

It occurs to me that this advertising will not only help catalogue sales of glads, but that the advertising of mail order nurseries in FLOWER GROWER will pay off better than ever before.

Wherever I go to ask the question, I get the same answer: The powerful moving force in the garden and nursery business is FLOWER GROWER Advertising!

Any ideas or suggestions you may have will be appreciated.

Sincerely,

Geo. W. Lasch
George W. Lasch

The plants and products written about and advertised in FLOWER GROWER, THE HOME GARDEN MAGAZINE, over the last 43 years, have helped make the nursery and garden industry a great part of American living.

"A friendly, efficient sales service"

E. D. ROBINSON SALES AGENCY

38 S. Elm St. P. O. Box 247
WALLINGFORD, CONN.

Representing:

Adams Nursery, Inc.
Bristol Nurseries, Inc.
Barnes Bros. Nursery Co., Inc.
The Cheshire Nursery, Inc.
Gulf Stream Nursery, Inc.
Maxwell, Bowden & Rice, Inc.
A. N. Pierson, Inc.
Sunny Border, Inc.
Verkade's Nurseries



LINING-OUT STOCK

IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list on printed stationery.

DEERFIELD NURSERIES
DEERFIELD, N. J.

ATTENTION!

To nurserymen in central New York area. We can supply in small or large quantities all types of nursery stock. Located on Rt. 5, Canastota, N. Y., halfway between Utica and Syracuse, just off Exit 34 of New York State Thruway-1

HERMITAGE GARDENS

Canastota, N. Y.

DECIDUOUS AND EVERGREEN TREES AND SHRUBS

Outstanding assortment.
Write for Wholesale Price List.

LOVETT'S NURSERY, INC.
LITTLE SILVER, N. J.

HOLLIES

One of the most complete collections of the better named varieties of American and English holly, 3 to 6-inch pots. Field plants, 2 to 6 ft. Send for list.

ANGELICA NURSERIES
R. D. 1 MOHNTON, PA.

Letters from Readers

ACTS IN STUDENT NEED

"Your editorial 'More Students' of August 1, 1957, has been read with great interest since you raise a question in which we are very concerned. Because of the problem you outline, our college of agriculture has taken two steps.

"The first step is a greatly enlarged program of instruction in terms of new curricula, including agricultural production and agricultural management. I should like to emphasize the great opportunity for students in agriculture, including students interested in nursery production and marketing, to take a wide range of offerings in our school of business administration and in other departments such as economics. Our feeling is that most students interested in such a field as nursery operation should have some training in business. Elective possibilities are exceptional here, but we plan to offer detailed guidance so that a student will not waste his time in taking elective courses. In all cases, a minimum of science and production technique will be required.

"The second part of our new program is the development of student enrollment, for which a committee has been set up, of which I am chairman. At the moment I am developing contacts with every high school in southern and central California and in the San Francisco Bay area. In particular, we are developing contacts with the junior colleges and attempting to facilitate the transfer of students from these freshman and sophomore colleges. Our feeling is that many students would be wise to take the first two years on these local campuses.

"We are also attempting to bring this program to the attention of as many industry people as possible, and I expect to spend considerable time over the next year in developing such contacts. For instance, we have a large number of a leaflet, Opportunities in Agriculture, and believe they can be very useful for distribution to nurseries, flower growers, schools, etc. Suggestions as to where we might best send these leaflets will be welcome."

Roy J. Smith

Prof. of Agricultural Economics,
University of California

ARCHIE J. BRUCE, JR., is starting the Somerset Pike Nursery at R. D. 4, Johnstown, Pa.

SHADE TREES

	Each	Each
	Per 100	Per 1000
Norway Maple		
1-yr., S., 5 to 10 ins.	\$.12	\$0.10
Honey Locust, Thornless		
1-yr., S., 6 to 12 ins.	.15	.10
Pin Oak, true		
1-yr., S., 6 to 12 ins.	.15	.10

TAXUS

Taxus capitata		
4-yr., S., XX, 8 to 12 ins.	.65	.60
3-yr., S., X, 6 to 8 ins.	.35	.32
3-yr., S., X, 5 to 6 ins.	.25	.22

Taxus browni		
3-yr., XX, 8 to 12 ins.	.65	.60

Cash with order, free packing. 50 at 100 rate; 300 at 1000 rate. Minimum order \$20.00. Write for quotations on larger quantities.

BROOKFIELD GARDENS

U. S. Rt. 46 Delaware, N. J.

CANADIAN HEMLOCK BALSAM FIR

Northern Grown

	100	1000
2 to 4 ins., S.	\$ 1.50	\$ 8.00
3 to 6 ins., S.	2.50	15.00
6 to 9 ins., S.	3.50	25.00
9 to 12 ins., S.	8.00	60.00
12 to 18 ins., S.	10.00	80.00
18 to 24 ins., S.	30.00	...

Freshly collected. Well rooted. Dug and packed in sphagnum moss. Catalog of plants, ferns, evergreens on request.

WILLIAM CROSBY HORSFORD
Charlotte, Vt.

ROSEBUSHES

Grown Right — Stored Right
... to reach you full of vitality.

✓ Service
✓ Quality
✓ Satisfaction
Write for list.

SOMERSET ROSE NURSERY, INC.
P. O. Box 608
New Brunswick, N. J.

TAXUS

Upright, 6 to 14 ft.
Also Other Varieties of Taxus.
BULK'S NURSERIES
BABYLON, L. I., N. Y.

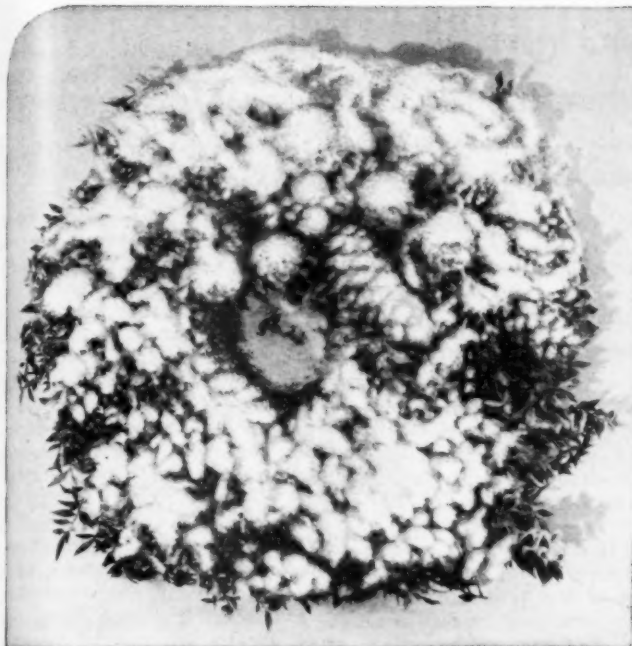
WEIGELA EVA RATHKE AND VANICEKI

2-yr., field-grown, bushy,
12 to 18 ins., 18 to 24 ins.
Beautiful stock for landscaping and
potting.

IVAN R. CONGDON NURSERY
North Collins, N. Y.

AZALEAS

Selected New Varieties
GABLE and GLENN DALE (U. S. D. A.)
JAMES WELLS NURSERY, INC.
P. O. Box 141 RED BANK, N. J.



INSURE HOLIDAY PROFITS...

WITH GENUINE

Cellusuede

Cellusuede

"COLOR" MAGIC"
ADDS EXTRA SALES

Cellusuede Rayon Floral Flock is now offered in a rainbow assortment of sales tested new pastels to add that high style appeal. Colors such as Orchid, Pink, Baby Blue, and Christmas Red are a "must" if you want maximum volume for your flocked merchandise. Guaranteed 100% pure Rayon, it's color fast.

Rayon Floral Flock is especially desirable where you wish a velvety surface on items fabricated from plaster, wood, papier-mache, metal, or any other surface capable of supporting a film of paint or adhesive. It is widely used on containers, baskets, cardboard cut-outs and decorative pieces of all types. For pile effect, Floral Flock can be applied the same as Snow-Flock.

Sample Color Cards showing the range of standard colors of Cellusuede Rayon Floral Flock are yours for the asking. Write us on your letter head for immediate action.

RAYON

SNOW-FLOCK

Cellusuede Rayon Snow-Flock will bring in more customers with its dazzling, rich white that rivals nature itself. You'll sell more trees, wreaths, centerpieces, and other decorations when you specify this 100% pure rayon flock that has no questionable filler or mix. Of equal importance, you will win greater customer loyalty and satisfaction because pure Cellusuede Rayon Snow-Flock retains its fresh vibrant white long after many flocks fade and discolor.

Rigid quality control offers a substantial reduction in your application cost because it is so quick and easy to apply evenly and without waste. All rayon Snow flocks are fire resistant, too. Insure and increase holiday profits! Specify genuine Cellusuede Rayon Snow-Flock. Available through leading distributors.

ORDER TODAY...AVOID COSTLY DELAYS

Free instruction bulletin showing the simplicity of applying Cellusuede Rayon Snow-Flock is now available. Write for your copy.



Cellusuede Products, Inc.

500 N. MADISON ST. • ROCKFORD, ILLINOIS



THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

LANDSCAPE CLEARANCE

It has often been said that some of the best landscaping is done with an ax. This facetious remark holds considerable truth, although the tool required may actually be a saw, a pruner or a grubbing hoe.

The phrase is applicable to several situations, such as the development of a new place, the remodeling of a really old place or the modernization or redesigning of a maturing garden.

There is a wide scope for the use of an ax in the development of a new place, unless it is a bare lot. In the clearing of a woodland or an area with considerable native growth, emphasis could well be placed on the ax instead of on the bulldozer. I have several times expressed my disapproval of the bulldozer, and now garden magazines and newspapers are also criticizing its abuses.

By a proper use of the ax, one can remove undesirable or misplaced trees so as to frame and shade the new house properly. If there is native growth, one can cut it away, selectively, leaving some plants where screening might be desired. Lower branches can be removed to permit passage underneath trees or to point up the branches that arch over the house or over some other feature. Much of my own work has to do with water-front property. If the home on such a lot is in the woods, I make an effort to cut vistas to the water, so that the best views are opened up. The shore line often affords some of the most attractive features of the property, and I generally treat these by allowing well-spaced trees to remain. The shrubby growth characteristic of water-front banks is usually cut down below the bank top so that it is not visible from the house. It is not removed, because the roots help to keep the banks from eroding.

The remodeling of a really old place is often most enjoyable for a landscape man, for there are usually fine old trees that can help give the appearance of a finished job immediately. When old, misshapen branches are removed, a tree will take on new character and dignity, especially if undesirable undergrowth is also removed. Often an

old conifer that was planted too close to a house can have its lower branches pruned so that it loses its smothering effect and towers over the house attractively.

Utilizing Old Boxwood

Old boxwood plantings can also be adapted to changed landscape designs. In the old-time gardens, boxwood was often planted as a low edging for both formal and informal flower garden beds and paths. Today, such little edging plants have become six feet high and as broad, and all identity of the flower beds is lost. But if the beds are redesigned, using these large plants as a background, charming and beautiful flower gardens can be arranged. Similarly, the paths once lined by low boxwood plants are now oblit-

erated, with the boxwood grown together over the path. If the path is relocated along one side of such a handsome hedge, the result will probably be more striking than the original.

One can also make good use of the ax in redesigning a maturing garden. No garden, no matter how it is designed, can avoid change with time. This fact adds greatly to the joy of most amateur gardeners. Homeowners no longer seem to demand that plants last forever, but give greater recognition to the life span of plants. They realize now that perennials will usually flourish for two to five years; roses, for about four or five years, and flowering shrubs, for about 10 years. As the longer-lived plants mature and increase in size, the effect on the underplanting changes and outlines of flower beds expand. Certain sun-loving plants may disappear, while shade-loving plants thrive. Similarly, as background and protection grow, greater use may be made of plants slightly tender.

I have found that one of the hardest things to do is to get people

PACHYSANDRA

Terminalis (Japanese Spurge). The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates.

Per 100	Per 1000	Per 1000 for
5000 or more		
Strong, well-rooted, 1-yr. plants; propagated in soil and peat frames with light shade...	\$5.00	\$45.00
Prepaid F.O.B. here in same shipment		\$42.50

Available for immediate shipment through December. Shipments anywhere including Canada. Good packing free. A good source of supply.

PEEKSKILL NURSERY

Phone: Lakeland 8-5595
SHRUB OAK, N. Y.

J & P

EVERGREENS
SHADE TREES

SHRUBS, VINES
HEDGE PLANTS, etc.

In good assortment.

Jackson & Perkins Co.
NEWARK, N. J. NEW YORK STATE

TAXUS CUSPIDATA TAXUS HALLORAN

2-yr., T., 8 to 10 ins.

For spring of 1958.

\$30.00 per 100

\$275.00 per 1000

(250 at 1000 rate)

A. N. PIERSON, INC.
Cromwell, Conn.

SELECT STOCK

Cornus florida, nursery-grown, heavy specimens, 6 to 9 ft., B&B

Taxus capitata and *Taxus hicksii*, 4 to 7 ft., B&B

GEORGE F. BLOOMER NURSERIES

Garden Center, Rt. 69
Flemington, N. J.

Growers of a general line
of nursery stock
Visitors welcome.

FAIRVIEW EVERGREEN NURSERIES
FAIRVIEW, Erie Co., PA.

A General Line of
FRUIT and ORNAMENTAL
TREES and PLANTS

BUNTINGS' NURSERIES, Inc.
BOX 3 SELBYVILLE, DEL.

NEW AND OLD FAVORITES FOR YOUR LIBRARY



The volumes listed below are perennial best-sellers. They contain everything you need to know about all phases of the nursery business. Among them you will find just the books you've been looking for.



INSECTS AND DISEASES

Diseases and Pests of Ornamental Plants—Dodge and Rickett	\$ 6.00
Plant Disease Handbook—Westcott	10.00
Garden Enemies—Westcott	3.50
Insect Guide—Swain	3.95
The Gardener's ABC of Pests and Diseases—Dimock	2.95

CONSTRUCTION

Patio Book—Sunset	2.00
How to Build Walls - Walks - Patio Floors—Sunset	1.50
What to Make with Concrete—Popular Mechanics	2.00
Building Plant Shelters and Garden Work Centers—Sunset	1.00
How to Build Garden Structures—Aul	3.50

HOUSE PLANTS

Modern Foliage Plants—Graf	.50
Geraniums—Clifford	2.00
Plants Indoors—Noble and Merkel	6.95
African Violets—Wilson	3.50

LANDSCAPE AND DESIGN

The Art of Home Landscape	5.95
Ground Cover Plants	4.75
Gardens Are for People—Church	10.00
Shrubs and Trees for the Small Place—Van Melle	3.00
Complete Home Landscape and Garden Guide—Korbobo	3.95
Small Home Landscape—McKenna	2.00
Landscape Planning for Small Homes—Bailey	2.00
Landscape Sketching—Black	5.75
How to Plant Your Home Ground—Aul	3.50
Landscape Your Home—Sunset	1.00
45 Practical Garden Plans—Elliott	1.00
Landscape Master Units, Series 3—Surtees	3.00

NURSERY OPERATION

Operating a Garden Center	3.00
The Principles of Nursery Management—Duruz	3.50
Nursery Cost Finding—Surtees	7.50

PROPAGATION

Plant Propagation—Mahlstedt and Haber	7.50
Plant Propagation Practices—James S. Wells	7.50
Propagation of Plants—Kains and McQuesten	6.00
How to Increase Plants—Hottes	3.50
Improved Practices in Propagation by Seed—Chadwick	.25
Plant Breeding for Everyone—Beety	2.75
Propagation of Trees, Shrubs and Conifers—Sheat	5.00

GREENHOUSE OPERATION

Florist Crop Production and Marketing—Post	10.00
Greenhouses: Their Construction and Equipment—Wright	3.50
Greenhouse Gardening for Everyone—Chabot	4.75
Greenhouse Heating and Construction—Gray	1.50
Seed and Potting Composts—Lawrence and Newell	2.00
Flowering Pot Plants—Potter	2.00
Greenhouse and Garden Chrysanthemums—Kiplinger	3.00

TREES AND SHRUBS

Christmas Trees for Pleasure & Profit—Chapman and Wray	\$ 3.75
Shrubs and Vines for American Gardens—Wyman	8.00
How to Grow Fuchsias—Howard	1.50
Crab Apples for America—Wyman	2.00
Lilacs for America—Lilac Survey Committee	1.00
The Friendly Evergreens—Kumlien	10.00
Evergreens—Kumlien	1.50
Cultivated Conifers—Bailey	13.50
Hollies—Hume	6.75
Roses for Every Garden—Allen	4.50
Azaleas: Kinds and Culture—Hume	6.00
Winter Hardy Azaleas and Rhododendrons—Bowers	3.00
Trees for American Gardens—Wyman	8.00
The Book of Trees—Hottes	4.00
Trees—Zim and Martin	2.50

FLOWERS IN COLOR

Roses Illustrated—Sharp	3.50
Book of Flowering Trees and Shrubs—Whitehead	3.50
Garden Flowers in Color—Foley	3.95
Garden Bulbs in Color—McFarland, Hatton and Foley	3.95
Book of Garden Flowers—Phillips	3.00

MISCELLANEOUS

A Growers' Guide to Bedding Plants—Potter	1.00
Turf Management—Musser	7.00
The Portable Garden—Sunset	1.00
Manual of Cultivated Trees and Shrubs—Rehder	12.50

REFERENCE

Taylor's Encyclopedia of Gardening—Taylor	5.95
Horticultural Color Charts—Royal Horticultural Society	12.00
Hortus Second—Bailey	12.50
Standardized Plant Names—American Joint Committee on Horticultural Nomenclature	10.50
Pronouncing Dictionary of Plant Names	.25
Standard Cyclopaedia of Horticulture—Bailey	52.00

SOILS AND FERTILIZERS

Soil Sterilization—Lawrence	4.25
The Nature and Properties of Soils—Lyon, Buckman and Brady	6.00
Our Garden Soils—Kellogg	4.00
Care and Feeding of Garden Plants—14 experts	3.00
Handbook of Fertilizers—Gustafson	2.50

MAINTENANCE

Complete Modern Tree Experts' Manual—Fenska	7.00
Maintenance of Shade and Ornamental Trees and Shrubs—Pirone	8.00
The Grafters' Handbook—Garner	4.50
The Pruning Manual—Christopher	5.00
Sunset Pruning Book—Hudson	1.50

CUT HERE AND MAIL

AMERICAN NURSERYMAN PUBLISHING CO., 343 S. Dearborn St., Chicago 4, Ill.

Enclosed is my \$..... remittance. Please send the following books at once:

Name..... City.....
Address..... State.....

TREE LIST FOR FALL AND SPRING 1957 - 58

	Per 100	Per 1000	Per 1000 for 10,000 or more
Riga Scotch Pine			
* (2-0), 6 to 10 ins.	\$10.00	\$ 36.00	\$35.00
* (2-0), 4 to 8 ins.	7.50	26.00	24.00
* (2-0), 3 to 6 ins.	6.00	24.00	22.00
(2-0), 2 to 4 ins.	5.00	16.00	14.00
(2-1), 3 to 8 ins.	10.00	45.00	45.00
Austrian Pine			
(2-0), 3 to 6 ins.	6.00	24.00	22.00
Douglas Fir			
6 to 10 ins., XX	15.00	90.00	....
* (2-0), 4 to 8 ins.	6.00	28.00	26.00
Colorado Blue Spruce			
* (3-0), 4 to 8 ins.	9.00	45.00	42.50
(3-0), 2 to 4 ins.	6.00	26.00	24.00
Black Hills Spruce			
* (3-0), 4 to 8 ins.	8.00	40.00	37.50
(3-0), 2 to 4 ins.	6.00	25.00	23.00
6 to 10 ins., X	20.00	135.00	....
White Spruce			
* (3-0), 5 to 10 ins.	8.00	45.00	40.00
(3-0), 3 to 5 ins.	6.00	25.00	23.00
Norway Spruce			
(3-0), 5 to 10 ins.	8.00	45.00	40.00
(3-0), 3 to 5 ins.	6.00	25.00	23.00
Mugho Pine			
4 to 6 ins., X	25.00	150.00	....
Taxus cuspidata capitata			
from seed, sheared			
8 to 12 ins., XX	80.00	....	....
White Birch			
2 to 4 ft., XX	75.00	....	....

*Write for price on 50,000 or more.

TERMS: Cash with order, please, or 1/3 deposit, balance before shipment. 50 at 100 rate, 500 at 1000 rate, all seedlings sold in multiples of 50, all transplants sold in multiples of 10. Minimum order \$25.00. Packing charges included in price of trees.

MATTHEWS NURSERY

Harbor Springs, Mich.

Telephones: 123, 48 or 732

HYBRID RHODODENDRONS

**Evergreens,
Ornamental Trees
and Shrubs**

SEPERS NURSERY

N. Delea Drive
VINELAND, N. J.

ILEX ROTUNDIFOLIA

Heavily rooted, field-grown shrubs.
Bare-root only.

	Per 100	Per 1000
8 to 10 ins.	\$40.00	\$350.00
10 to 12 ins.	50.00	450.00
12 to 15 ins.	75.00	675.00

BEARDSLEE NURSERY Perry, O.



Wholesale growers of the best
Ornamental Evergreens
Deciduous Trees
Shrubs and Roses

Write for our current trade list.

The Kallay Brothers Co.
1251 Madison Ave. PAINESVILLE, O.

SUNBURST

(Plant Patent 1313)

The spectacular new Honey
Locust with the first new
tree color in decades.

Write us for complete information
and catalog listing all items.

NURSEYMEN FOR 75 YEARS

THE COLE NURSERY CO.
PAINESVILLE, OHIO

ARMINTROUT'S EVERGREEN NURSERY ALLEGAN, MICH.

Seedlings—Transplants
Finished Stock
Send for price list.



Scarff's Nursery

FRUITS
ORNAMENTALS
LINING-OUT STOCK

Send for Complete Trade List.
NEW CARLISLE, O.

to thin windbreaks properly. In my area the usual windbreak plant is the loblolly pine, and the 1-foot seedlings are ordinarily spaced six feet by six feet. Within five or six years these plants will be six to eight feet high and often will be beautiful, shapely little evergreens. It is then that they should be thinned, so that eventually they will be at least 18 feet apart. If this is not done the plants will all start shooting up like bean poles and shedding their lower limbs. In the end, instead of having an attractive windbreak, clothed to the ground with foliage, the property owner will have only a band of trees looking like tall sticks with tassels on top.

The ax may not often be thought of as an artist's tool, but some fine pictures can be created by its judicious use.

FORMS OF NORWAY MAPLE

[Continued from page 8]

genial growing conditions than others, all inherit a good share of parental hardihood and are easily cultivated to satisfaction under any but the most forbidding soil and climatic extremes.

Present-day conditions, especially in congested urban areas, have greatly increased the need for species and forms adapted to more practical, inexpensive service. The essential trend toward wider streets at the expense of adequate tree lawns and the ever-increasing necessity for more utility lines have made the use of smaller trees imperative. In many situations trees are needed which have the desirable characteristics of a species proved worth as a street tree, but space limitations make the normal spread or height of the species type objectionable. It is for use under such conditions that the several upright and globose forms of *Acer platanoides* are ideal.

The first Norway maple of upright, columnar habit to be introduced was *A. p. columnare* Carriere, which is described as "of columnar habit with upright branches; leaves smaller and less deeply lobed." While this clone does have upward-sweeping branches and is loosely columnar in contour, mature specimens noted by this writer are far less formally symmetric and compact than the recently introduced form listed by Rehder as *A. p. erectum* Slavin.

This latter type, found, propagated and much used by Barney Slavin for narrow street plantings at Rochester, N. Y., over 40 years ago, naturally develops a strong single-stemmed branch structure with lat-

FIELD-GROWN LINING-OUT STOCK

Transplanted stock grown in open field beds.

	Each 100 rate	Each 1000 rate
Abies concolor (Concolor Fir)		
3 to 6 ins., 2-yr., S.	\$0.10	..
4 to 8 ins., 3-yr., S. ....	.15	..
Azalea Ghent pontica , pastel shades		
6 to 10 ins., 3-yr., T. ....	.35	\$0.32
6 to 10 ins., 3-yr., T. ....	.45	..
Azalea kaempferi (Torch Azalea)		
3 to 6 ins., 2-yr., T. ....	.35	..
6 to 10 ins., 3-yr., T. ....	.45	..
Azalea mollis (Chinese Azalea)		
6 to 8 ins., 2-yr., T. ....	.22	.18
8 to 10 ins., 2-yr., T. ....	.35	.30
10 to 12 ins., 3-yr., T. ....	.65	.60
Azalea mucronulatum , lavender shades		
4 to 8 ins., 2-yr., T. ....	.35	.32
8 to 12 ins., 3-yr., T. ....	.45	..
Buxus sempervirens welleri		
8 to 10 ins., 2-yr., T. ....	.45	..
10 to 12 ins., 3-yr., T. ....	.55	..
Chamaecyparis filifera aurea		
6 to 8 ins., 2-yr., T. ....	.35	..
8 to 10 ins., 3-yr., T. ....	.45	..
Chamaecyparis lawsoniana allumi (Columnar Blue Cypress)		
10 to 12 ins., 2-yr., T. ....	.45	..
12 to 15 ins., 3-yr., T. ....	.55	..
Chamaecyparis plumosa aurea		
8 to 10 ins., 2-yr., T. ....	.40	.35
10 to 15 ins., 3-yr., T. ....	.50	.45
Cotoneaster horizontalis		
4 to 8 ins., 2-yr. ....	.25	..
Eonymus fortunei erectus		
10 to 12 ins., 2-yr., T. ....	.28	.25
12 to 15 ins., 3-yr., T. ....	.35	.30
Eonymus radicans coloratus , 12 to 15 ins., 3-yr., T. ....	.35	.30
Eonymus radicans vegetus		
8 to 10 ins., 2-yr., T. ....	.35	..
10 to 15 ins., 3-yr., T. ....	.45	..
Ilex crenata (Pyramidal)		
8 to 10 ins., 2-yr., T. ....	.35	..
10 to 15 ins., 3-yr., T. ....	.45	..
Ilex crenata convexa (bullata)		
10 to 12 ins., 2-yr., T. ....	.45	.45
12 to 15 ins., 3-yr., T. ....	.65	.55
12 to 15 ins., 5-yr., field row spaced	1.00	.90
Ilex crenata hetzi		
8 to 10 ins., 2-yr., T. ....	.40	.38
10 to 15 ins., 3-yr., T. ....	.55	..
Ilex rotundifolia (Round-leaved)		
8 to 10 ins., 2-yr., T. ....	.38	.35
10 to 12 ins., 3-yr., T. ....	.48	.45
12 to 15 ins., 3-yr., T. ....	.70	.55
12 to 15 ins., 5-yr., field row spaced	1.00	.90
Juniper, Andorra (Purple Andorra Juniper)		
8 to 10 ins., 2-yr., T. ....	.45	.40
10 to 15 ins., 3-yr., T. ....	.50	.45
Juniper canadensis aurea (Golden Canadian Juniper)		
6 to 8 ins., 2-yr., T. ....	.35	..
8 to 10 ins., 3-yr., T. ....	.45	..

FINISHED NURSERY STOCK

All plants listed below priced in the ground. Purchaser to call for at the nursery. About 10,000 in this block. Will give a block clearance price on large amounts.

	Each 100 rate	Each 1000 rate
Ilex crenata convexa (bullata)		
12 to 15 ins.	\$1.50	\$1.10
15 to 18 ins.	2.00	1.60
18 to 24 ins.	2.50	..
Ilex rotundifolia		
12 to 15 ins.	1.50	1.10
15 to 24 ins.	2.00	1.60
Juniperus glauca hetzi		
18 to 24 ins.	2.00	1.60
24 to 36 ins.	2.40	1.75
Juniperus pfitzeriana compacta , Nelson's compact variety		
12 to 15 ins.	1.50	1.10
15 to 18 ins.	2.00	1.50
Taxus cuspidata (about 125 of these plants)		
4 to 6-ft. spread	8.00	..
(10 to 200 at the 100 rate; 200 up at the 1000 rate.)		
Juniperus glauca hetzi (Hetz Juniper)		
8 to 10 ins., 2-yr., T.	\$0.35	\$0.30
10 to 12 ins., 2-yr., T. ....	.40	.35
12 to 15 ins., 3-yr., T. ....	.55	.48
Juniperus hibernica fastigiata (Compact Irish Juniper)		
10 to 12 ins., 2-yr., T. ....	.38	.33
12 to 15 ins., 3-yr., T. ....	.45	.40
Juniperus pfitzeriana, regular		
8 to 10 ins., 2-yr., T. ....	.45	..
10 to 15 ins., 3-yr., T. ....	.55	..
15 to 18 ins., 3-yr., T. ....	.65	..
Juniperus pfitzeriana aurea (Golden Pfitzer Juniper)		
8 to 10 ins., 2-yr., T. ....	.45	..
10 to 15 ins., 3-yr., T. ....	.65	..
Juniperus pfitzeriana compacta , Nelson's compact variety		
6 to 8 ins., 1-yr., T. ....	.35	.30
8 to 10 ins., 2-yr., T. ....	.45	.40
10 to 15 ins., 3-yr., T. ....	.65	..
Koelerutaria paniculata 2-yr., S. field bed		
6 to 12 ins., 3-yr., T. ....	.12	.08
6 to 12 ins., 3-yr., T. ....	.18	.15
Leucothoe catesbaei		
8 to 10 ins., 3-yr., T. ....	.35	.30
10 to 12 ins., 3-yr., T. ....	.45	..
12 to 15 ins., 3-yr., T. ....	.55	..
Liquidambar styraciflua 2-yr., S. bed run		
6 to 12 ins., 3-yr., T. ....	.10	.08
6 to 12 ins., 3-yr., T. ....	.15	.12
Mahonia aquifolium 2 to 5 ins., 3-yr., S. ....	.20	.18
Picea alba (White Spruce)		
3 to 6 ins., 2-yr., S. ....	.65	.62½
6 to 12 ins., 3-yr., S. ....	.68	.64

	Each 100 rate	Each 1000 rate
Picea excelsa (Norway Spruce)		
8 to 10 ins., 4-yr., T.	\$0.12	\$0.06
8 to 14 ins., 4-yr., T. ....	.16	.09
Picea pungens (Colorado Blue Spruce)		
4 to 6 ins., 4-yr., T. ....	.20	.18
6 to 8 ins., 4-yr., T. ....	.35	.32
Pieris floribunda (Mountain Andromeda)		
6 to 8 ins., 2-yr., T. ....	.35	..
Pieris japonica		
8 to 10 ins., 2-yr., T. ....	.35	..
10 to 12 ins., 3-yr., T. ....	.65	..
Pinus mugo (Dwarf Mugo Pine)		
3 to 6 ins., 3-yr., T. ....	.25	.20
Pinus nigra (Austrian Pine)		
5 to 10 ins., 4-yr., T. ....	.15	.07
Pinus sylvestris (Scotch Pine)		
5 to 8 ins., 4-yr., T. ....	.10	.06
8 to 14 ins., 4-yr., T. ....	.15	.07
Pseudotsuga douglasii (Douglas Fir)		
2 to 3 ins., 2-yr., S. ....	.66	.62½
3 to 5 ins., 3-yr., S. ....	.66	.63½
Pyracantha coccinea lalandii		
6 to 10 ins., 2-yr., T. ....	.32	.30
10 to 15 ins., 3-yr., T. ....	.40	.38
Rhododendron carolinianum		
2 to 4 ins., 3-yr., T. ....	.35	..
4 to 8 ins., 3-yr., T. ....	.45	..
Rhododendron catawbiense		
2 to 4 ins., 3-yr., T. ....	.35	..
4 to 8 ins., 3-yr., T. ....	.45	..
Rhododendron Hybrid , various colors		
3 to 5 ins., 3-yr., T. ....	.45	..
5 to 8 ins., 4-yr., T. ....	.55	..
8 to 10 ins., 4-yr., T. ....	.65	..
10 to 15 ins., 5-yr., T.	1.00	..
Taxus capitata (Upright Yew)		
4 to 8 ins., 4-yr., T. ....	.40	.35
8 to 10 ins., 4-yr., T. ....	.50	.48
Taxus cuspidata (Spreading Yew)		
6 to 8 ins., 2-yr., T. ....	.38	.35
8 to 10 ins., 2-yr., T. ....	.45	.40
10 to 15 ins., 3-yr., T. ....	.55	.45
Taxus media hicksii (Hicks' Yew)		
6 to 8 ins., 2-yr., T. ....	.35	..
8 to 10 ins., 2-yr., T. ....	.45	..
10 to 15 ins., 3-yr., T. ....	.55	..
Thuja occidentalis douglasii aurea (Geo. Peabody Golden Arborvitae)		
8 to 10 ins., 3-yr., T. ....	.45	..
10 to 15 ins., 3-yr., T. ....	.55	..
Thuja occidentalis elegantissima lutea		
10 to 12 ins., 3-yr., T. ....	.45	.40
12 to 15 ins., 4-yr., T. ....	.55	.50
15 to 18 ins., 4-yr., T. ....	.65	..
Thuja occidentalis globosa		
8 to 10 ins., 2-yr., T. ....	.40	.35
10 to 15 ins., 4-yr., T. ....	.65	..
Thuja occidentalis pyramidalis		
10 to 12 ins., 2-yr., T. ....	.45	..
12 to 15 ins., 3-yr., T. ....	.55	..
15 to 18 ins., 3-yr., T. ....	.65	..
Tsuga canadensis (Hemlock)		
8 to 10 ins., 4-yr., T. ....	.40	..
10 to 15 ins., 5-yr., T. ....	.55	.50
Viburnum opulus nanum		
6 to 8 ins., 3-yr., T. ....	.35	.32
8 to 10 ins., 4-yr., T. ....	.45	.42
10 to 12 ins., 4-yr., T. ....	.55	.50

Lining-out Stock, 25 at the 100 Rate, 300 at the 1000 Rate.

TERMS: Free packing for cash with order, otherwise ½ deposit with order and balance C.O.D. Packing at cost. All shipments by railway express.

Write for our complete price list.

PALLACK BROS. NURSERIES, INC.

Phone: Zelienople 789 (or 644 evenings)

(We are not open Sundays)

[31 mi. north of Pittsburgh, Pa., on Rt. 19]

R. D. 1, HARMONY, PA.

erals breaking at right angles and curving sharply upward. This habit results in a severely pyramidal head, well clothed with dark green leaves larger than those of the species type. However, in maturity—and before, with proper pruning—this upright becomes more terete and presents a nicely formed, symmetric and compact columnar outline. It is a fine, aristocratic-looking, hardy tree for limited area use and is serving very well at Rochester on narrow streets with shallow setbacks and minimum

tree lawns, where it causes no conflict with power lines or lights.

Globe Forms

The commonly seen globe type of Norway maple is *A. p. globosum* Nicholson, a densely branched form generally worked on standards. This training results in a wide-spreading, low-headed plant somewhat similar to the umbrella tree (*Catalpa bignonioides* nana) and has a definite place where low-hanging utility lines must be considered. Another globe

form, found and propagated by the author, gives promise of being a worthy addition to the growing list of special location requirements. The original plant, though low-breaking, does have 6-foot, vertical stem branches rising from primary crotch- es (hidden by undergrowth in illustration), and budded trees have been readily grown with adequate head- room on single trunks, which elimi- nates the need for working this clone on standards. The propagated plants

AZALEA LINERS

Not whippy, grassy growth, but stocky cutbacks in 2x2x3-in. treated bands.

We are justly famous for our azalea liners as they are four-year-old husky cutback plants nice and stocky that will develop into a salable plant in the shortest length of time possible. Since our liners are so nice and so many nurserymen know it, we not only sold out last season, but got into the crop that was reserved for sales this year. We have another nice crop that will be ready for shipment about May 1 and would appreciate your allowing us to delay shipment until that date. If you have to have them earlier let us know as we have a few with which we could supply you.

DUSTY ROSE—As the name implies, this azalea takes on the color of dusty-rose. Good bloomer.

FEDORA—Everybody knows this one. Pink, very dependable bloomer.

FIRE BALL—Really red. This is a good grower and a very good seller. We sell twice as much of this as any other single variety.

GABLE'S C-5-G—An almost red hose-in-hose. Customers love it.

HERBERT—Good grower, hose-in-hose. Dark crimson-purple.

HINO-CRIMSON—Dwarf red.

JAMES GABLE—Hose-in-hose red. New and in fairly limited supply. Be sure to include a few in your order.

KATHLEEN—Pink. A little more intense color and later-blooming than Fedora.

LOUISE GABLE—Late-blooming, double, coral-pink. Dwarf, compact grower.

MARY ANN—Pink, double type.

MARY FRANCES HAWKINS—Clear, translucent pink, hose-in-hose blooms.

MAXWELLI ALBA—White.

PALESTRINA (Wilhelmina a Vuyk)—White.

PINK BOUQUET—Low-growing, deep pink.

PINK ROSETTE—This one is a dandy. A low-spreading bush covered with blooms that look just like pink roses.

ROSE GREELY—Hose-in-hose white.

All of the above \$30.00 per 100, \$250.00 per 1000. Thousand rate starts at 250.

STEWARTSTONIAN—Gable's newest introduction. Intense orange-red with a new twist of color. (This variety 40c each in an order of less than 250 total or 35c if over that number.) Will be in short supply for several years.

Check with Us on Holly Liners—Roses—and Landscape Sizes of Rhododendrons, Azaleas and Holly

THE BOSLEY NURSERY
Mentor, Ohio

retain the finely branched, globe-forming habit of the parent tree, and this form should be useful wherever a good street tree of modest space requirements is needed.

Need for New Forms

The search for additional species and forms that will make less troublesome, less expensively maintained street trees becomes more urgent as the problems arising from earlier misuse and poor selection of species for street plantings become more acute. Alert nurserymen are preparing for the growing demand for the better trees, which must be available to satisfy more discerning arborists and city foresters.

Edward Scanlon, who accomplished noteworthy work with newer street trees while city forester of Cleveland, O., features a comprehensive line of excellent Norway maple selections among the "tailored trees" of Edward H. Scanlon & Associates, Olmsted Falls, O. His Cleveland maple is a form midway between the formal upright and the globe, having a compact, oval head, formed by strong-crotched, upsweeping branches, with large, rich green leaves. Its general wood structure is much lighter than that of the species, and its lesser spread limits the dense shade that makes satisfactory lawn culture almost impossible under typical Norways. Present indications are that this form, under city street or similar growing conditions, will reach a height of only 35 to 40 feet and a spread of not more than 25 feet. In a park meadow or other more favorable location, however, its size at maturity may well be greater. The Irish maple, named to honor Charles F. Irish, the eminent American arborist, is one of the larger-growing Norway maple selections offered by Mr. Scanlon's firm. It grows to about 40 feet, with a lighter, more upsweeping branch formation than that of the species, and develops an irregular, handsome, roundish head.

Norway maple selections are more and more being used to avoid future difficulties such as those plaguing city foresters now, as the result of the poor planning of the past. From the clones mentioned here, homeowners also can select good trees that are well suited to the small property and require a minimum of maintenance.

W. G. McKAY, president of McKay Nursery Co., Madison, Wis., is confined to St. Mary's hospital, Madison, with a hip fracture, which he sustained in a recent fall.

LIQUIDAMBAR

The nicest stock of finished Sweet Gum (*Liquidambar styraciflua*) you have ever seen. Our plants are all propagated from seed gathered from native Illinois trees—do not compare these trees in hardiness and adaptability to northern conditions with southern or collected stock.

All trees are full-headed and low-branched as Sweet Gum should be grown.

Come by and select your plants, or order a truckload straight or mixture with our other good stock.

	10 rate	100 rate
5 to 6 ft., B&B	\$ 3.00	\$ 2.75
6 to 8 ft., B&B	5.00	4.75
8 to 10 ft., B&B	7.50	7.00
1½ to 2-in. cal., B&B ..	12.00	11.50
2 to 2½-in. cal., B&B ..	15.50	15.00

FORREST KEELING NURSERY

ELSBERRY, MO.

Phone: TWinoaks 8-5571

Hugh Steavenson, Prop.

Ralph Shugert, Sales Mgr.

LINING - OUT STOCK

Pot-Grown
Outside Beds

Ask for list.

*THE Hollandia
Gardens*

SOUTH VIENNA, O.

ROSES

Quality and Service

**MENTOR
ROSE GROWERS, INC.**

MENTOR, O.

New 1957-58 listing now available
Write for yours.

SHERMAN'S FRENCH LILACS

	18 to 24 ins.	2 to 3 ft.	3 to 4 ft.		18 to 24 ins.	2 to 3 ft.	3 to 4 ft.
Alphone Lavallee, double, lavender	100	150	30	Philemon, single, red	50	50	20
Belle de Nancy, double, pink	50	70	20	President Carnot, double, lilac	200	250	100
Charles Joly, double, red	30	100	150	President Grevy, double, blue	350	300	70
Charles X, single, red	100	500	100	President Loubet, dbl., red-purple	150	50	20
Ludwig Spaeth, single, red	60	100	10	Thunberg, double, pink	20	30	10
Mme. Casimir Perier, double, white	400	500	..	Vauban, double, lilac-pink	..	..	30
Mme. Florent Stepman, single white	10	30	10	Vestale, single, white	20	100	100
Mme. Lemoine, double, white	50	100	30	Vivian-Morel, double, blue-purple	140	300	70
Marie Le Grayes, single, white	80	80	10	Volcan, single, red	60	20	..
Michel Buchner, double, pink	20	300	50	Waldeck-Rousseau, double, pink	200	400	40
Pascal, single, pink	..	20	50				

	Per 10	Per 100
18 to 24 ins.	\$ 6.50	\$ 60.00
2 to 3 ft.	8.50	80.00
3 to 4 ft.	11.00	100.00

We grow a general assortment of hardy nursery stock. Write for our latest wholesale trade list.

SHERMAN NURSERY CO.

CHARLES CITY, IOWA

PORTER LEAVES CORNELL

Prof. J. P. Porter, the first full-time landscape gardening extension worker in the United States, has retired from the staff of the state college of agriculture at Cornell University, Ithaca, N. Y. Professor Porter began work in extension after completing his studies at Cornell in 1917. One of his first accomplishments was setting up a program to train homeowners to improve their grounds through landscape work and to show nurserymen better ways to serve persons wishing to landscape small properties.

In 1927 he began resident teaching of landscape nursery courses, which he originated. In addition, he conducted schools in landscape design for garden clubs and other organizations in 11 states. Professor Porter will continue to do landscape consultation work and plans also to finish writing several books on landscaping and other subjects. An outdoor enthusiast, he hopes to spend some time hunting, fishing and mountain climbing.

DAVID E. GRIGG, Grigg Landscaping, Valhalla, N. Y., has begun growing broad-leaved evergreens for use in his landscape work.

SHADE TREES, FLOWERING SHRUBS, EVERGREENS

Indiana-Grown

	Per 10	30 to 100	250 to 1000		Per 10	30 to 100	250 to 1000
Forsythia spectabilis				Spiraea macrothyrsa			
2 to 3 ft.	\$0.55	\$0.50	\$0.40	3 to 4 ft.	\$0.85	\$0.75	..
3 to 4 ft.	.70	.60	.50	4 to 5 ft.	1.00	.90	..
Honeysuckle, zabeli,				Symphoricarpos vulgaris			
tatarica, maneki, morrowi				18 to 24 ins.	.45	.40	\$0.30
2 to 3 ft.	.50	.45	..	2 to 3 ft.	.60	.50	.40
3 to 4 ft.	.70	.60	..	Weigela Bristol Ruby			
Hydrangea, F. G.				2 to 3 ft.	.95	.85	..
18 to 24 ins.	.70	.60	..	3 to 4 ft.	1.25	1.00	..
2 to 3 ft.	.80	.70	..	Weigela rosea			
Mock Orange, single or double				2 to 3 ft.	.70	.60	..
2 to 3 ft.	.85	.50	.40	Chinese Elm, row-run			
3 to 4 ft., single only.	.75	.65	.50	1/2 to 1 1/2-in. cal.	2.00	1.75	1.50
4 to 5 ft., single only.	.85	.75	.65				

Send for list.

R. BRUMOND SMITH NURSERY

R. 5, Box 362 A

Muncie, Ind.

(3 1/2 miles southeast of Muncie on U. S. 35)

PINK FRENCH PUSSY WILLOW

(Salix discolor)

	Per 100	Per 1000
15 to 18 ins.	\$22.50	\$200.00
18 to 24 ins.	27.50	250.00
2 to 3 ft.	30.00	250.00

Write for complete trade list.

KINGWOOD NURSERIES
MENTOR, O.

SHEARED SCOTCH PINE CHRISTMAS TREES

Christmas Tree Seedlings
Tree Seed

MICHIGREEN NURSERY
Grand Haven, Mich.
Phone: 4061 Grand Haven, Mich.

GREEN PFITZER JUNIPER

Well-Sheared, B&B

	Each
18 to 24 ins.	\$2.00
24 to 30 ins.	2.50
30 to 36 ins.	2.75
36 to 42 ins.	3.25
42 to 48 ins.	3.50

Irish Juniper
3 to 4 ft. 2.25

Cuspidata densiformis Yew
24 ins. 5.00

Silver Maple
1 1/4-in. cal., B. R. 1.50

Chinese Elm
1 1/4-in. cal., B. R. 1.50

NEUMANN BROS.

R. R. 4 Greenville, Ill.
Phone: 877-W1

PLANT NOTES HERE AND THERE

By C. W. Wood

Campanula Lasiocarpa

I am glad that a recent inquiry on *Campanula lasiocarpa* came soon after I had seen it again in the garden of a friend, because I had quite forgotten my own earlier experience with the plant. But the renewal of the former acquaintance prepared me, I hope, to answer a Colorado reader's request for some information on this little bellflower and its culture.

It is a native of the Pacific northwest, from Washington to Alaska, extending into Kamchatka, I believe. My first seeds of the species came from Japan, and it may well be a native of that country also. Be that as it may, the plant was quite hardy in my northern Michigan garden and was not at all difficult of culture.

It grew about five inches tall here and is credited with a 3 to 6-inch height elsewhere. It makes tufts of spoon-shaped, toothed leaves, which, under favorable conditions, spread eventually into low mats of bright green. The literature speaks of up to five flowers to the stem, but my notes indicate that each stem bore one large flower; so it must vary in different parts of its range. It must also vary a little in flower color, for I read of its being dark violet blue, while my plants were pale blue, clear and luminous. In any case, it is a lovely bellflower, doing well in sandy, gravelly soil in which leaf mold has been incorporated. The soil should not be allowed to dry out in summer. I found it best to divide the plant about every third year, replanting only the strongest tufts in fresh soil. It blooms in June and July.

Dianthus Superbus Loveliness

I happened to be in a neighborhood nursery this year when *Dianthus Loveliness* was at the height of its glory, and the owner was thoroughly disgusted with a few drab colors in his plants. I could have told him that he would have had reason for complaint if he had been growing the plant 30 years ago, before it had become fixed as well as it is now; instead, I tried to point out to him how beautiful the great majority of the colors were and that he was doing his clients a good turn by introducing them to a useful plant. It was not necessary, of

course, to remind him that he was also doing himself a good turn, because his customers would surely be back for more plants as soon as their stock had bloomed itself to death, which would be in a year or two. Short life is the only fault I could ever find in this garden plant, and even that only means more plant sales for the nurseryman. *Dianthus Loveliness* is a delightful plant of long blooming habit, and it is now available in a wide range of pleasing shades, from white through pinks and lavenders to reds, all deeply cut and of pleasing fragrance. It comes readily from seeds, and selected forms may be grown from cuttings of nonflowering wood.

The *dianthus* species, *superbus*, occurs naturally from Spain and the Scandinavian peninsula throughout Europe and Asia into Japan, where several named varieties are found. As one would expect of a plant with such a wide range, it varies not a little in stature (one foot or less to

two feet), in size of flower (to more than two inches across), and in color (noted before). In Europe, at least, it is a sub-alpine, occurring in the mountain meadows, where moisture is assured at all times. The species does best with a little more moisture than is usually thought of in connection with pinks. If moisture is not available, the plant will welcome some shade.

D. superbus has evidently had a considerable influence on some modern hybrids, as witness the fringed and deeply-slashed petals of some kinds. And, of course, it was the foundation of the variety, *Loveliness*, which prompted this note. The good natural forms, such as *albus* and *speciosus*, are rare, but it would surely be a rewarding experience to collect them as they become available.

Turfing Daisy

When I read an inquiry for a ground cover plant that could take abuse and could thrive in poor, dry

SHADE TREE SPECIALS

Indiana - Grown - Transplanted

	Per 10	Per 100		Per 10	Per 100
Green Ash, X			Thornless Honey Locust, X		
5 to 6 ft.	\$1.25	\$1.00	5 to 6 ft.	\$2.00	\$1.75
6 to 8 ft.	2.00	1.50	6 to 8 ft.	2.50	2.00
1 to 1 1/4-in. cal.	2.50	2.00	1 to 1 1/4-in. cal.	3.00	2.50
Chinese Elm, X			Kentucky Coffee Tree, X		
3/4 to 1-in. cal.	1.50	1.25	4 to 5 ft.	2.00	1.75
1 to 1 1/4-in. cal.	2.00	1.50	5 to 6 ft.	3.00	2.50
1 1/4 to 1 1/2-in. cal.	2.75	2.25	6 to 8 ft.	3.50	3.00
Silver Maple, XX			European White Birch, X		
1 to 1 1/4-in. cal.	2.25	1.75	5 to 6 ft.	2.25	2.00
1 1/4 to 1 1/2-in. cal.	2.75	2.25	6 to 8 ft.	2.75	2.50
1 1/2 to 1 3/4-in. cal.	3.00	2.75			

Send for list.

R. BRUMOND SMITH NURSERY

R. 5, Box 362 A

Muncie, Ind.

(3 1/2 miles southeast of Muncie on U. S. 35)

GINKGO BILOBA

Transplanted Specimens, XXX

	B.R. Each Per 100	B&B Each Per 100
2 1/2 to 3-in. cal., 12 to 15 ft.	\$17.50	\$25.00
3 to 3 1/2-in. cal., 15 to 18 ft.	22.00	30.00

THE WM. A. NATORP CO.

4400 Reading Rd.

Cincinnati 29, Ohio

Visit our nurseries when in Cincinnati



TAXUS

is our specialty.
Bed stock—Liners
Finished—Specimen.

Send for List

EAGLE CREEK NURSERY CO., NEW AUGUSTA, IND.

AMERICA'S BEST SOURCE
FOR

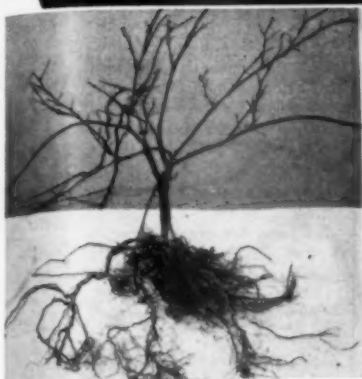
HARDY PLANTS

Write for Trade List

MENTOR, OHIO

Wayside Gardens

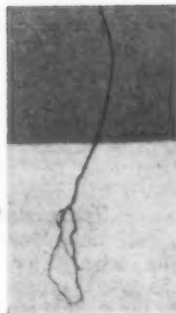
BUYING SCUPPERNONGS?



Our 2-year-old plant

GET THIS

NOT THIS



Two-Year-Old Heavy No. 1

10 to 50	45c each
50 to 100	42½c each
100 to 500	40c each
500 to 1000	35c each
1000 or more	30c each

- Top Sail
- Hunts
- Thomas
- James
- Bronze

WHILE THE SUPPLY LASTS, we offer our fine two-year-old heavy Scuppernongs . . . **ALL** No. 1 plants field-grown.

Don't ship those one-year layers to your customers! Prevent complaints . . . build goodwill with our superior two-year-old plants.

We will start shipping about October 15th. Order direct from this ad. If we are sold out, your order will be returned immediately.

TERMS: 2% CASH DISCOUNT. To satisfactory credit risks 2% discount if paid within 10 days from date of shipment. Otherwise 30 Days Net. New credit customers please send credit references to avoid additional shipping delay. ALL PRICES F.O.B. No charge for packing. ORDERS for more than 10 shipped Railway or Motor Express . . . too large for Parcel Post.

Individually root wrapped with lithographed color label, price on request.

SEND ALL ORDERS TO:

ARAB NURSERY COMPANY

ARAB, ALABAMA

DAY PHONE JU 6-3113 • NIGHT PHONE JU 6-3123



Hardy Northern-Grown Stock at WHOLESALE

JEWELL NURSERIES, Inc.

Write for Price List.

Box 457, LAKE CITY, MINN.

soil, the first plant that came to my mind was the turfing daisy, *Matricaria tchihatchewi*, and later consideration of the question brought forth no better answer.

The plant has been given other names by botanists, including *chrysanthemum* and *pyrethrum*, and the first time I had it from a Soviet botanic garden it came under the label of *chamaemelum*. Under whatever name one gets the plant, it will be found to be of great value to clothe dry, hot spots in the garden. It can take drought, poor soil and neglect and still keep the ground covered with its pretty, ferny, bright green foliage. If it is not mowed in May and June, it will produce a prodigious number of small, white daisies, on stems from six inches to a foot

in height, depending upon fertility, moisture and exposure. The creeping stems root as they travel, soon making a solid mat of foliage.

Iris Cristata

Because of the obvious connection between a dwarf plant and the rock garden, the small southern crested iris, *Iris cristata*, is usually relegated to that part of the garden. The plant is admirably fitted for such a setting, but it does not follow that the rock garden is the end of its usefulness.

I have seen it used many times to good effect as an edging for beds of tall-growing iris varieties. Perhaps its greatest beauty can be brought out by planting it in long drifts on sunny or lightly-shaded slopes. This

4-inch iris, with lavender-blue flowers, is truly a plant of many uses. Unlike many miniatures, it is quite easily grown in almost any good garden soil. There is also a beautiful white-flowered form, more delicate of constitution than the type, but not too difficult for the careful gardener.

Culver's Root

I had a letter recently from a grower of perennials who also grows plants for cutting, who wanted a good white cutting flower for July and August. After going over the field I could think of nothing better than the white form of Culver's root, in addition to the white-flowering plants he now grows. The latter include white scabiosa, baby's-breath,

LINING-OUT STOCK

For Fall, 1957
—Spring, 1958 Delivery

	Per 100 rate	Per 1000 rate
Buxus sempervirens		
2 1/4-in. pots, 5 to 8 ins.,		
2-yr.	\$22.50	\$200.00
2 1/4-in. pots, 6 to 8 ins.,		
3-yr.	25.00	225.00
Buxus Koreana		
2-in. pots, 3 to 4 ins.,		
1-yr.	20.00	175.00
2-in. pots, 5 to 6 ins.,		
2-yr.	25.00	225.00
Cotoneaster wilsoni		
2 1/4-in. pots, 6 to 10 ins.,		
2-yr.	17.50	150.00
Euonymus radicans vegetus		
2-in. pots, 6 to 8 ins.,		
1-yr.	17.50	150.00
Euonymus radicans erectus		
2-in. pots, 6 to 10 ins.,		
1-yr.	17.50	150.00
Forsythia Lynwood Gold		
3-in. pots, 12 to 14 ins.,		
1-yr.	25.00	225.00
2 1/2-in. pots, 12 to 14 ins.,		
1-yr.	22.50	200.00
Hedera helix (Baltic Ivy)		
3-in. pots, 12 to 15 ins.,		
stems	12.50	115.00
Juniperus pfitzeriana		
2 1/4-in. pots, 6 to 8 ins.,	20.00	185.00
Transplants, open beds,		
6 to 8 ins., 2-yr.	32.50	300.00
Juniperus hetzi		
2 1/4-in. pots, 6 to 8 ins.,		
2-yr.	22.50	200.00
Kerria japonica pleniflora		
2-in. pots, 12 to 15 ins.,		
1-yr.	17.50	150.00
Mahonia aquifolium		
2-in. pots, 8, 7 to 8		
leaves, 5 to 6 ins., 2-yr.	22.50	200.00
Shumardi Oak, 2-yr., S.		
9 to 12 ins.	12.00	.....
12 to 15 ins.	15.00	.....
15 to 18 ins.	20.00	.....
18 to 24 ins.	25.00	.....
24 to 30 ins.	30.00	.....
Pyracantha coccinea inlandi		
2-in. pots, 8 to 10 ins. 22.50	200.00	
Pyracantha royalcana		
2-in. pots, 8 to 10 ins. 22.50	200.00	
Pyracantha coccinea pauciflora		
2-in. pots, 8 to 10 ins. 22.50	200.00	
Taxus cuspidata		
2-in. pots, 6 to 8 ins.,		
2-yr.	20.00	175.00
2 1/4-in. pots, 6 to 8 ins.,		
2-yr.	22.50	200.00
2 1/4 x 2 1/4 x 3-in. plant bands,		
6 to 8 ins.	25.00	225.00
Transplants, XX, under		
lath	37.50	350.00
Taxus hicksii		
2-in. pots, 6 to 8 ins.,		
2-yr.	22.50	200.00
Transplants, XX, under		
lath	37.50	350.00
Viburnum tomentosum plicatum		
(Japanese Snowball)		
2 1/4-in. pots, 6 to 8 ins., 35.00	.....
Weigela vanheckii		
2 1/4-in. pots, 6 to 8 ins.,		
1-yr.	22.50	200.00
2 1/4-in. pots, 12 to 15 ins.,		
1-yr.	25.00	225.00
3-in. pots, 15 to 18 ins.,		
1-yr.	27.50	250.00
No charge for packing.		
Send for our complete list.		

FLORAL GARDENS NURSERY

(25 miles west of Dayton, O., Route 35)
Eaton, O.

FORSYTHIA

	Per 100	Per 1000
Lynwood Gold		
18 to 24 ins.	\$40.00	\$350.00
2 to 3 ft.	50.00	450.00
Spring Glory		
18 to 24 ins.	25.00	200.00
2 to 3 ft.	45.00	350.00
Write for complete trade list.		

KINGWOOD NURSERIES

Mentor, O.



EVERGREENS

Growers of Quality Evergreens
Lining-out Stock a Specialty

Write for Trade List

EVERGREEN NURSERY CO.

Established 1944 : STURGEON BAY, WIS.

cimicifuga and Lathyrus latifolius
White Pearl.

The white Culver's root is the plant that was formerly known as Veronica virginica, sometimes as V.v. alba. At one time it was also known in some quarters as Leptandra virginica. Now the preferred name seems to be Veronicastrum virginicum.

Under the good culture that it needs to do its best, the plant grows about four feet tall (seven feet is reported in very rich, moist soil in nature) and produces spikes of white to pale blue flowers in racemes to nine inches in length. All the colors make good cutting material, but if the pure white one is desired it must be reproduced vegetatively, either from divisions or from cuttings taken with a heel, preferably in spring. In a rich, moist soil, it does best in full sun, though in dry soil it would require some shade. The plant's inflorescence and blooming period and the lasting qualities of the cut flowers make it a fine addition to any list of cutting material.

Color in Plant Sales

As any person who ever sold plants must know, a customer develops the most sales resistance when he has little idea of what a dormant plant will look like in flower and there is no adequate way of describing it to him. It is easy to sell a really good plant when it is in bloom. But it is not often easy to handle a plant when it is in bloom, unless it has been canned or potted earlier. However, sales can be boosted in spring if the grower has a plant in bloom two or three weeks before its normal flowering season.

To make my point clearer, let me set down the method used in spring sales by a friend of mine who conducts a neighborhood nursery in a small midwest city. He forces a few pans of his spring-blooming stock, bringing it into flower two weeks or so before the rest of the stock is showing color. One spring he handled Draba repens and Armeria caespitosa in this manner, and another year he added hepaticas and trollius to the list. Some time before the selling season opened, he potted up plants of different sizes, which could be sold at various prices to meet every customer's pocketbook. These, with the forced plants as the center of attraction, were arranged in a prominent place in his show garden. As one would expect, sales of these items were far above those of plants that were left to shift for themselves. The same idea, with variations, is employed from early spring until the

SALE ON LINING-OUT STOCK

	Each
Juniperus glauca hetzi	
3-yr., TT, 9 to 12 ins., field	\$0.38
2-yr. pots, 6 to 8 ins., lath ....	.22
Juniperus chinensis pfitzeriana	
3-yr., TT, 9 to 12 ins., field ....	.40
2-yr. pots, 6 to 8 ins., lath ....	.23
Juniperus Nick's compacta	
3-yr., TT, 7 to 10 ins., field ....	.40
2-yr. pots, 6 to 9 ins., lath ....	.23
Juniperus Golden Pfitzer	
3-yr., TT, 9 to 12 ins., field ....	.40
Juniperus Armstrong Pfitzer	
3-yr., TT, 6 to 9 ins., field ....	.45
Berkmans Golden Biota	
1-yr. pots, 6 to 7 ins. ....	.25
20% off on all liner orders received by December 1, accompanied by a 50% payment.	
Juniperus chinensis pfitzeriana	
18 to 24 ins., heavy	2.35
Juniperus virginiana keteleeri	
3 to 3 1/2 ft., heavy, sheared ...	3.75
3 1/2 to 4 ft., heavy, sheared ...	4.50
Taxus media andersoni	
15 to 18 ins.	3.50
Taxus media hicksii	
18 to 24 ins.	3.90
Woodward Globe Arborvitae	
15 to 18 ins.	1.80
Silver Maple	
1 1/2 to 1 3/4-in. cal., extra-nice ...	4.00
1 3/4 to 2-in. cal., extra-nice ...	5.50

DEETER & SONS NURSERY

Located 1/2 mile east of Clayton, Ohio,
on Wenger Rd.

R. R. 1, Box 23

Clayton, Ohio

SHADE TREES

Norway Maple, 1 1/4 to 1 1/2-in. cal.
and 1 1/2 to 2-in. cal.
Schwedler Maple, 1 1/4 to 1 1/2-in. cal.
and 1 1/2 to 2-in. cal.
Sugar Maple, 1 1/4 to 1 1/2-in. cal.
American and Moline Elm, 1 1/2 to
2-in. cal. and 2 to 2 1/2-in. cal.

Write us for quotations.

For evergreen lining-out stock, see
our classified ad.



P. O. Box 1747

MILWAUKEE, WIS.

ROSES

None better grown. Conscientiously dug and graded. Bare root, wrapped or potted. Also lining-out and finished nursery stock. Reliable wholesale service since 1921.

GERARD K. KLYN, INC.

Mentor, Ohio

close of the planting season in late autumn.

Lavatera Cachemiriana

A friend of this column asks for a note on *Lavatera cachemiriana*, which I am glad to supply. Although I have not grown it for several years and seldom see it in gardens, I remember it with affection, especially for its summer blooming. However, it had other virtues, which will be pointed out later.

As the specific name implies, it comes from Kashmir (the Himalayas, according to "Hortus"). Unlike many plants from the Himalayas, it was quite hardy here in northern Michigan, even in the open fields, where it was subjected to all the cold winds that Canada could pour down. However, it was not a long-lived plant, perhaps because a long season of blooming left it too debilitated to stand an extremely cold season. And it always bloomed through most of the summer, commencing in June and continuing into September, as I remember it now, though I do not find confirmation of that point in my notes or in the available literature.

I see it described as a 5-foot plant, and that would make it even more useful (approaching the spectacular) than it was at the 2 to 3-foot height that it attained in my light soil. Even at three feet, it impressed me as one of the better border perennials because of its long blooming period; its lovely, bright pink mallows, from two to three inches across, and its ease of culture in sun or light shade in well-drained soil. It is easily grown from seeds and usually blooms the first year from an early planting.

Monarda Granite Pink

A monarda, new to me this year, which was received under the label of Granite Pink, has given me a new conception of what a pink monarda should be. I have no idea what its history is, though I propose to find out all I can about it.

If one were to judge from catalogs, he would think that most, if not all, of the plants appearing under the heading monarda are forms of *M. didyma*, but it is not apparent—to me at least—that all are pure *didyma*. The petioled leaves of some monardas and their densely haired throats suggest to me that they may carry some *M. fistulosa* blood. Nevertheless, they are *M. didyma* to gardeners, perhaps rightly so, and will probably remain so. The point does, however, open up a field of speculation for the serious student and plant breeder—speculation that

WE CAN STILL FURNISH THE FOLLOWING

	Per 100	Per 1000
Boston Ivy, 1-yr., S.	\$ 6.00	\$ 45.00
Red Barberry, 6 to 9 ins. ....	.....	50.00
Syringa villosa, 6 to 9 ins.	7.50	65.00
European Mountain Ash, 6 to 12 ins.	7.50	65.00
Viburnum dentatum		
2-yr., 6 to 12 ins.	8.50	75.00
2-yr., 12 to 18 ins.	12.50	110.00
2-yr., 18 to 24 ins.	12.50	110.00
Washington Hawthorn		
6 to 9 ins.	7.50	65.00
2-yr., R.P., 9 to 12 ins.	15.00	125.00
2-yr., R.P., 12 to 18 ins.	22.50	200.00
Tilia cordata , 6 to 12 ins.	12.50	100.00
Cornus florida , 6 to 12 ins.	7.50	60.00
Prunus tomentosa , 12 to 18 ins.	12.50	100.00
Viburnum lentago , 6 to 12 ins.	8.50	75.00
Viburnum tomentosum		
6 to 9 ins.	10.00	85.00
12 to 18 ins., T.	17.50	.....
Photinia villosa		
1-yr., S.	7.50	65.00
12 to 18 ins., T.	17.50	.....

NEWPORT NURSERY CO.

Newport, Mich.

OHIO'S LAKE COUNTY

One of the world's greatest nursery centers. Best soil for extensive roots. Lake Erie tempered for vigor.

Send for free booklet and map.

Names, locations and types of plants grown by 74 members representing 4,000 acres of the very finest nursery stock. Write to:

**THE LAKE COUNTY
NURSERYMEN'S ASSN.
Box 49, MENTOR, OHIO**

Roses, Shrubs, Trees, Vines, Azaleas, Hollies, Rhododendrons, Evergreens, Fruit Trees, Perennials, Liners—Finished Stock—All Sizes

Direct from Grower to You

BELGIUM-GROWN

T. R. BEGONIAS and GLOXINIAS

Finest-Quality

Arthur van Speybroeck

La Pinte-lez-Gand (Belgium)

Sole Representative:

VERONA GARDENS

Rt. 5 Battle Creek, Mich.

DWARF HEDGING

Per 100 Per 1000

Blue-leaved Arctic Willow (<i>Salix purpurea nana</i>)		
9 to 12 ins.	\$12.00	\$100.00
12 to 15 ins.	15.00	125.00
15 to 18 ins. and up	20.00	185.00
Teucrium chamaedrys		
Top grade, field	18.00	150.00
Medium grade, field	12.00	100.00
Viburnum opulus nanum		
2-yr., field	50.00	450.00
3-yr.	65.00	600.00

Write for complete trade list.

**KINGWOOD NURSERIES
MENTOR, O.**

NORTHERN-GROWN STOCK

Evergreen Liners

Bleeding Hearts

Ornamental Shrubs

Fruit Trees

French Lilacs

Philadelphus Minnesota Snowflake
(Plant Patent No. 538).

Send for list.

J. V. BAILEY NURSERIES

ST. PAUL 6, MINN.

ORNAMENTALS TREES SHRUBS EVERGREENS

Wholesale growers of a
general assortment for
the best landscape plantings.

BRYANT'S NURSERIES
Princeton, Illinois

EUONYMUS

Alatus

2 to 3 ft., B&B.....	\$1.75
3 to 4 ft., B&B.....	2.25
4 to 5 ft., B&B.....	3.50

Compactus

18 to 24 ins., B&B.....	1.25
24 to 30 ins., B&B.....	1.50
30 to 36 ins., B&B.....	2.25



WADE & GATTON NURSERIES

Bellville, Ohio

Phone: BUtter 2-3181

THREE CHOICE SHRUB FAMILIES

For Fall or Spring Lining Out
or Canning

	Each 100 rate	Each 1000 rate
Cotoneaster apiculata		
2-in. pots	\$0.23	\$0.30
2-yr., heavy, T. . . .	.45	.40
3-yr., heavy, T. . . .	.60	.55
Cotoneaster divaricata		
2-yr., heavy, T. . . .	.30	.25
Euonymus alatus		
4-yr., T.,		
15 to 18 ins. . . . .	.45	.40
18 to 24 ins. . . . .	.60	.55
Euonymus alatus gracilis		
4-yr., T., 12 to 15 . .	.45	.40
Euonymus radicans erectus		
3-yr., T., 12 to 15 . .	.45	.40
Ilex glabra , improved strain, Naturally dense, dwarf- growing, 2-yr., T. . .	.50	.45

Ready for shipment. At least
50 of a kind and size, please.

Please write for complete list
of lining-out stock.

THE BERRYHILL NURSERY CO.

(4 1/2 miles northeast of
Springfield on State Rt. No. 4)
P. O. Box 696 Springfield, O.

FALL 1957

These are some of our heaviest items:

Pfitzer, extra good, up to 24 to 30 ins.
Taxus cuspidata, up to 18 to 24 ins.
Taxus hicksi, up to 24 to 30 ins.
Chinese Elm, fine straight trees, up to
3 ins.
Flowering Crab Apple, up to 6 to 7 ft.
Norway Maple, up to 3 ins.
Soft Maple, up to 1 1/2 ins.
Sugar Maple, up to 1 1/2 ins.
Pin Oak, up to 2 1/2 ins.
Sweet Gum, up to 2 ins.
Cotoneaster divaricata, up to 4 to 5 ft.
Honeysuckle Bush, up to 4 to 5 ft.
Rhus cotinus, up to 6 to 7 ft.
Fruit trees, all kinds
Montmorency Cherry, 1-yr.

C. M. HOBBS & SONS, INC.

Established 1875
Bridgeport, Ind.
Phone: Indianapolis CHapel 4-1812

could, perhaps, lead to other color developments in what is a most useful garden plant even now. For instance, the yellowish *M. lasiodonta* and the purple-spotted *M. punctata*, from the southwest and south, respectively, might add to the color range.

M. Granite Pink, the subject of this note, is a vigorous grower with upstanding stems to a height of two feet, clothed with pleasingly fragrant, pale green leaves, and produces its lovely, bright rose-pink flowers over the usual monarda season.

IOWA SHORT COURSE

Each winter quarter, the horticulture department of Iowa State College, Ames, will offer a short course in floriculture and nursery practices and management. It will be offered for the first time this winter.

The winter quarter registration is held January 6, 1958, and the quarter ends March 26, 1958. Anyone interested should apply for admission by writing to the registrar, Iowa State College, Ames, Ia., preferably before December 15. One's high school record should be submitted when applying for admission. When applying, be sure to indicate enrollment in the winter quarter program offered by the horticulture department.

The courses offered are as follows:
Soils: Principles of formation and classification of soils and fertility maintenance.

Greenhouse and Nursery Management: This is a laboratory course in the practical management of a commercial greenhouse and mail-order and salesyard nurseries. Trips to such successful enterprises will be made.

General Horticulture: Structures, functions, growth, cultivation, pruning, training and protection of horticultural plants.

Principles and Methods of Growing House Plants and Garden Flowers.

Greenhouse Methods: Principles and methods of growing plants under glass.

Plant Propagation: Sexual and vegetative propagation (asexual) of horticultural plants.

Additional information can be obtained by writing to E. S. Haber, Room 104, Horticulture building, Iowa State College.

DAN BRIEL has been named sales representative serving the middle eastern territory by the Shenandoah Nurseries, Shenandoah, Ia.

"PINE"

1000 White Pine	25 and up
2 to 3 ft., B&B	\$1.90
800 3 to 4 ft., B&B	2.60
2000 Red Pine	
2 to 3 ft., B&B	1.90
3000 3 to 4 ft., B&B	2.60

Specializing in Table Christmas Trees

White Pine	
2 to 3 ft., cut	1.00
3 to 4 ft., cut	1.25
Red Pine	
2 to 3 ft., cut	1.00
3 to 4 ft., cut	1.25

Selected plants from plantation of 80,000 trees, 5 and 6 years old. Trimmed 3 times, fertilized, compact, sprayed. Tightly nailed and strung with rot-proof burlap.

WADE CHRISTMAS TREE FARMS

R. D. 1 Bellville, O.

Phone Butler: TU 3-2874

Affiliated with Wade & Gatten Nurseries, Bellville, O.—Phone: TU 3-2191

Peach

Hydrangea P. G.

Hydrangea P. G. (Tree Form)

Ornamental Trees

Grapevines, 1-yr. and 2-yr.

Thorne Brewster

WILLOWBEND NURSERY PERRY, O.

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade
Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO. ONARGA, ILL.

Bentley's

HARDY PLANTS

QUALITY—SERVICE
Perennials & Specialty.
2559 Mentor Ave. MENTOR, O.

GOLDEN VICARY PRIVET

Lovely, solid, golden-leaved variety. Extremely adaptable for a striking border. Retains full golden color from spring to fall. Beautiful for rose bed borders. Should have full sun.

Potted liners Per 100 Per 1000
Rooted cuttings \$18.00 \$150.00
10.00 85.00

BEARDSLEE NURSERY Perry, O.

COVER ILLUSTRATION

Acer Platanoides Aureo-Marginatum

Of the many cultivated forms and varieties of the Norway maple, *aureo-marginatum* is perhaps the most attractive. The 1927 edition of Rehder's Manual described this variety as having "leaves with yellow margin, sometimes irregularly blotched," but the second edition lists only one clone having variegated foliage, "*Acer platanoides variegatum* Weston, var. Leaves with large white blotches." While it is quite possible he considered the yellow-edged variety merely a phase of *A. p. variegatum*, his description of the latter can be but loosely applied to the plant pictured on the cover, which is definitely yellow-emarginate.

While not uncommon in Europe, this golden Norway is rarely seen in



Foliage of *Acer platanoides aureo-marginatum*

this country outside of arboreta and botanical collections, and it is difficult to understand why so desirable a tree should be so little used. Besides the fact that its rate of growth is much slower than the parent species (under identical conditions, the tree pictured attained but half the size of the species type and less than two-thirds that of a Schwedler maple growing nearby) this variety has the hardiness of its parent and is tolerant of much less than good growing conditions. Observation over a period of 20 years leads to the conclusion that this variety will mature at not more than 30 feet, with conditions similar to those under which this plant is growing; of course, as with most

CHOICE SHRUBS

	Per 10	Per 100
BUDDLEIA		
Fascinating, cattleya-pink, 1-yr., No. 1	\$ 3.50	\$30.00
Royal Purple, deep purple, 1-yr., No. 1	3.50	30.00
White Queen, pure white, 1-yr., No. 1	3.50	30.00
CARYOPTERIS BLUE MIST (Blue Spiraea)		
No. 1 grade, 15 to 18 ins.	4.00	35.00
DEUTZIA GRACILIS		
12 to 15 ins.	4.00	35.00
15 to 18 ins.	5.00	45.00
EUONYMUS ALATUS COMPACTUS		
12 to 15 ins.	7.00	65.00
15 to 18 ins.	8.00	75.00
18 to 24 ins.	10.00	95.00
FORSYTHIA (See our ad page 61 this issue)		
HYPERICUM HIDCOTE VARIETY		
2-yr., No. 1	5.50	50.00
POTENTILLA GOLD DROP		
2-yr., No. 1	6.50	60.00
VIBURNUM OPULUS NANUM		
(See our Dwarf Hedging ad page 56 this issue)		
WEIGELA VANICEKI		
2 to 3 ft.	6.00	55.00
3 to 4 ft.	7.50	70.00

Write for complete price list.

KINGWOOD NURSERIES

Mentor, O.

DAPHNE CNEORUM

POT PLANTS FOR LINING OUT

Growers who develop Daphne know that the most difficult part of their work consists of rooting their cuttings with a good percentage of stand. By buying our liners you eliminate the work and the risk. The pot plants which we offer are in a growing condition, completely pot-bound and nicely topped. They are a real growers' value.

2-in. Pot Plants—Per 10, \$3.00; Per 100, \$25.00; Per 1000, \$225.00

FIELD-GROWN PLANTS

These plants are ideal for either lining out in the field, or as canned that we do not think can be matched. This past spring many had to be turned down because of the heavy demand. Even though this wonderful plant handles well in the fall, we will accept orders for shipment in the spring if you desire. Order now to avoid disappointment later.

1-yr., 6 to 9 ins.—Per 10, \$4.00; Per 100, \$35.00
1-yr., 9 to 12 ins.—Per 10, 5.00; Per 100, 45.00

HARDY CHRYSANTHEMUMS

Our list contains the newest and best varieties available in the country. Plants furnished are fully developed, field-grown clumps, ideal for use as stock plants for your propagations. Write now for our complete list.

THE JOSEPH F. MARTIN CO., INC.

P. O. Box 189

Painesville, O.

HANKOW CORKSCREW TREE
(*Salix matsudana tortuosa*)

Unusual landscape addition to tree lawn or shrub border. Branches both large and small grow upward with an exotic corkscrew twist.

A charming hardy Oriental tree that will delight you and your horticulturally interested customers.

Per Each Per Dozen
6 to 8 ft. \$3.50 \$35.00
Outdoor rooted cuttings, \$25.00 per 100.

BEARDSLEE NURSERY
PERRY, OHIONorthern-Grown Liners
Christmas Tree Seedlings
Potted Evergreens

Send for price list.

JOHN G. ZELENKA EVERGREEN NURSERY
Rt. 2, Grand Haven, Mich.

PERENNIALS

Shrubs and Azaleas

Top-Quality Stock

Write for our new catalog.

Springbrook Gardens, Inc.

Mentor, Ohio

Over 100 Years' Nursery Experience

ILGENFRITZ
NURSERIES, Inc.

The Monroe Nursery

MONROE, MICHIGAN

GET THE BEST BUY ILGENFRITZ

QUALITY STOCK

Andorra Juniper Outdoor plants in full sun. 6 to 10 ins.....	Each \$0.06
Von Ehren Juniper Outdoor plants in full sun. 8 to 10 ins.....	.06
Spreading Japanese Yew 6 to 8-in. bands.....	.20
Burk Juniper, upright Outdoor plants in full sun. 6 to 10 ins., bare-root.....	.14
Pfitzer Juniper 6 to 8 ins., bare-root.....	.08
Forsythia Lyawood Gold Outdoor plants in full sun. 6 to 10 ins.....	.06
Forsythia Spring Glory Outdoor plants in full sun. 6 to 10 ins.....	.04
Euonymus coloratus Outdoor plants in full sun. 8 to 10 ins.....	.03 1/2
Euonymus patens Small or large-leaved. Outdoor plants in full sun. 8 to 10 ins.....	.04

See classified ad under lining-out stock for other items. Less than 300, total order, add two cents per plant.

McININCH GREENHOUSES
ST. JOSEPH, MO.

LINING-OUT and FINISHED STOCK

Ask for List

THE COTTAGE GARDENS

Our 34th Year

Nick I. W. Kriek—Harold E. Hicks
LANSING 17, MICH.

GARDEN MUMS

Rooted Cuttings

CUNNINGHAM GARDENS, INC
Waldron, Ind.

trees, a little cultural attention would induce better development.

Easily propagated by budding on species stock, this nicely leaved, smaller-maturing Norway should prove a welcome addition to the limited list of ornamental shade trees now available for satisfactory service on the small home grounds, where space limitation demands discerning choice in assuring well-adapted trees.

The photograph reproduced for the cover illustration was made by Gavaghan & Dobson, at Rochester, N. Y. J. G.

CEDAR RUST CONTROL

Continuing studies on the use of acti-dione sprays in the control of cedar-apple and hawthorn rusts, reported recently by Forrest C. Strong, Michigan State University, East Lansing, indicate that the antibiotic is a promising control measure against these allied fungous diseases, which attack species of cedar, apple, crab apple and hawthorn.

Spores generated under the circular yellow spots that the rusts produce on the leaves of apple and hawthorn trees are carried by air currents to the needles of red cedars, where they produce the infections that become woody galls. The second spring after the infection of the red cedar, brown horns emerge from the surface of the gall. During warm spring rains, these horns swell, gelatinize and turn an orange color. Spores produced in this stage of the disease cycle are born by the wind to leaves of nearby apple and hawthorn trees, where they again form the characteristic yellow spots of the rusts.

Earlier studies of these diseases have shown that effective control is achieved on apple and hawthorn trees with ferbam sprays. An Elgetol solution was reported effective in preventing the formation of spores on red cedar galls in 1940 and is recommended in some states, though it may cause twig tip killing in certain species. A control of the cedar galls reported in 1941 with a modified Bordeaux mixture quickly became impractical because two of the ingredients were dropped by the spray supply stores.

Acti-Dione Results

Tests conducted over a 5-year period with acti-dione have shown that this antibiotic chemical is highly effective in preventing swelling of the horns and spore formation in the red cedar galls. A single spray at a concentration of 100 parts of the chemical per million parts of water, applied after the gall horns have

SELLING OUT

Thousands of grafted, upright Junipers to be sold at 20 to 30 per cent below wholesale.

Special prices on row and block sales.

If you are in the market for first-quality Junipers, write, call or visit our nursery for prices.

JUNIPER

Canaerti **Burki**
Hilli (Dundee) **Schotti**
Keteleeri **Scopulorum**
Virginiana glauca

ARBORVITAE

Berckmans Golden **Excelsa**

SUTTON NURSERY & LANDSCAPE CO., INC.

Box 542, Independence, Kan.

Phones: 420 or 620
(3 miles east on U. S. 160)

EUONYMUS COLORATUS

Fine evergreen ground cover

Per 100 Per 1000
1-yr. field \$15.00 \$140.00
Write for complete trade list.

KINGWOOD NURSERIES **MENTOR, O.**

HARDWOOD CUTTINGS

Unrooted

See our classified ad on page 76

BOB NEPRASH NURSERIES

Rt. 2, Cedar Rapids, Ia.

HOLLAND BULBS

PERENNIAL SPECIALTIES

VERONA GARDENS

Th. Grevers
Wholesale Grower
Rt. 5, BATTLE CREEK, MICH.

HYPERICUM HIDCOTE

Per 100
Rooted cuttings \$ 8.00
Potted liners 15.00
1-yr. field, XX 25.00

GILSON GARDENS
Perry, Ohio

Stock that is hardy.

WHOLESALE

SUMMIT NURSERIES, INC.
STILLWATER, MINN.

All of our cuttings are rooted in soil. As soon as they root, they usually begin to make some new growth—often a great deal—and always begin to develop a hard, secondary root system. After a few months many are about equal to light bed-grown liners, although we continue to call them rooted.

So that you can judge what we are offering, we give the month in which the cuttings were rooted. That is, "RC June 57" would mean cuttings rooted during June, 1957, which have been growing in the soil in which they were rooted ever since. The amount of growth and the development of the root system will be in proportion to the time that has elapsed since they were rooted.

All plants go through our normally severe winters outside, so you can depend on receiving thoroughly hardened and dormant liners. However, spring does come early here. Some varieties will show activity by March 15 and nearly all begin some growth by the first of April, so please order early.

BG—bed-grown RC—rooted cuttings
FG—field-grown Mo., Yr.—date rooted
T—transplanted S—seedling

Berberis Crismum Pigmy—BG, liners, 6 to 8 ins., 25c.

Berberis julianae—The hardest evergreen barberry—RC, July 57, 9c.

Berberis julianae nana—Compact growth, darker green leaf, often called "BPI"—RC, July 57, 10c.

Berberis mentenensis—RC, July 57, 7c; per 1000, 6c; BG, 9 to 12 ins., 12c.

Chaenomeles (Flowering Quince)—Both on own root from softwood cuttings. No suckering from these plants.

Nivalis—The best of the white-flowering quinces—BG, liners, 6 to 12 ins., 15c; 12 to 18 ins., 24c.

Texas Scarlet—The best for canning because of the profuse red flowers on a compact low plant—BG, liners, 6 to 12 ins., 20c.

Cherry Laurel—See **Prunus**.
Cydonia—See **Chaenomeles**.

Euonymus alatus compactus—large, heavily rooted cuttings, rooted in soil since June 57, 8c; FG, T, 8 to 12 ins., 20c.

Ilex cornuta burfordi—RC, July 57, heavy, 6 to 12 leaves, 8c.

Ilex cornuta femina—RC, July 57, heavy 6 to 12 leaves, 8c.

Ilex crenata convexa (bullata)—RC, July 57, 7c.

Ilex crenata hetzi—RC, July 57, 8c.

Ilex crenata rotundifolia—RC, Aug. 57, 7c.

Ilex opaca (American Holly)—Northern types

—No southern hybrids. Guaranteed female and guaranteed male from cuttings, BG, liners, 4 to 6 ins., 17½c; 15 to 30 ins., for canning in gallon cans, mostly single stem, some lightly branched, 50c.

Ilex opaca shipped only on March 1, 1958 (because that is the very best time to move American Holly). Also see plantainer can list.

Laurocerasus—See **Prunus**.

Mahonia bealei—1-yr., seedlings, growing in outside beds, just right for potting, 6c; BG, 2-yr., 4 to 6 ins., 11c; 6 to 9 ins., 18c.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

Prunus—See **Cherry Laurel**.

LINERS

FROM OPEN BEDS
AND FIELD ROWS



Foremost in intermittent mist propagation,
Originator of the Electronic Leaf Control.

Prunus laurocerasus schlipkaensis (Laurel Cherry)—RC, very large and heavy, July 57, 10c.

Prunus laurocerasus zabeliana (Laurel Cherry)—RC, July 57, 10c.

Prunus laurocerasus officinalis (English Laurel)—RC, July 57, 10c.

Tsuga orientalis aurea nana (Berckmans Golden Arborvitae)—RC, Feb. 57, growing in soil ever since. Most could go directly to the field under irrigation or put in 2½ to 3-in. pot, 10c.

VIBURNUMS—All are on their own roots from softwood cuttings. They should be shipped by the first part of March and will keep perfectly if heeled in until planting time (the earlier the better).

Viburnum burkwoodi—FG, T, somewhat light, 12 to 18 ins., 40c; 18 to 24 ins., 60c.

Viburnum carlesii—RC, June 57, 15c.

Viburnum chenaulti—More shapely and attractive than burkwoodi, nearly evergreen, should soon supplant burkwoodi—RC, June 57, 8 to 12 ins. and up, 15c; FG, a little light, BR, 12 to 18 ins., 50c; 18 to 24 ins., 85c.

Viburnum juddii—Better than carlesii. A more compact plant with more attractive leaves, not subject to leaf spot, flowers really pink!—RC, June 57, 15c; BG, liners, not branched, 12 to 18 ins., 90c; field-grown, excellent plants, 15 to 18 ins., 90c; 18 to 24 ins., \$1.25.

Viburnum macrocephalum sterile

Viburnum tomentosum mariesii

Viburnum rhytidophyloides

All three sold out for this year.

Viburnum rhytidophyllum (Leather-leaved Viburnum)—RC, July 57, 12c; BG, liners, not branched, 18 to 24 ins., 25c.

Weigela vanheckei—BG, single cane, 18 to 30 ins., 17½c.

IN PLANTAINER CANS

Ilex opaca—Male and female, from cuttings, sex guaranteed.

Viburnum juddii—A luxury item for your discriminating trade.

Juniperus hetzi—Good full plants.

Ilex vomitoria—With red berries.

Osmanthus americana—Uniform plants from cuttings.

And only a few of these rare ones

Viburnum macrocephalum sterile (Chinese Snowball)—The flowers are often 8 ins. in diameter!

Ilex latifolia—Dark green leaves up to 6 ins. long, red berries.

Viburnum rhytidophyloides—Similar to rhytidophyllum but is hardier.

Ilex pedunculosa—Long stalk holly.

Truck pickup only—No shipping on cans.

These plants are unusually well-grown and must be seen to be appreciated. We can pick out fancy lots of even size for you at very attractive prices.

Our stock block now furnishes more cuttings than we can use. If your customers want unusual plants of the best varieties in finished sizes maybe we can find them there. Let's look whenever you are here.

FREE PACKING, liners in sphagnum moss and polyethylene plastic. Cash with order or 25% deposit, balance at time of shipment.

HARVEY TEMPLETON, JR.

phytotektor.
U.S. HWY. 64-61A
WINCHESTER - TENNESSEE

PLUPERFECT SPECIMENS

BERBERIS JULIANAE, V. P. I. Selection,

12 ins. up to 21 ins., heavy.

ILEX CORNUTA BURFORDI,

2 and 2½ ft., heavy.

ILEX ROTUNDIFOLIA,

12, 15 and 18 ins., heavy.

PINUS STROBUS,

4 and 5 ft., heavy.

TSUGA CANADENSIS,

2, 2½, 3 and 3½ ft., heavy.

No hyphenated grades in evergreens.

OTHER EVERGREENS, SHADE AND FLOWERING TREES.

Write or visit us.

HAYNESFIELD NURSERIES

U. S. 421

Bristol, Tenn.-Va.

THE FRIENDLY EVERGREENS, by L. L. Kumlien. Planting propagation, culture, digging and transplanting. 237 p. 500 illus., 82 in color. \$10.00, postpaid. American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

emerged but before they have begun to swell, has proved sufficient. At present prices, the cost of such an acti-dione spray is about 30 cents per tree.

Seek Low-Cost Control

In an effort to obtain satisfactory control of the rusts at a lower cost, the research workers at Michigan State University have conducted tests with a 25-ppm acti-dione solution, to which was added summer spray oil at the rate of two and a half ounces for each four gallons of solution. Effective control was gained with this spray for two of the three years during which it was tested, and the one failure may have been due to poor timing of the spray. Studies at M. S. U. are being continued on the effectiveness of the acti-dione and summer oil spray and of other low-concentration acti-dione mixtures which can be used to control rusts.

Studies to Improve Shade Trees

By Jonathan W. Wright

The science of tree genetics is relatively young. Although the first experiments were undertaken about 140 years ago in France, active work on the scale necessary to solve arborists' most urgent needs has been started only in the past decade. Most knowledge about the genetics of shade trees has come as the by-product of research by forest tree breeders. That group now includes about 200 workers in the United States and Canada. They are employed by government, universities and industry and have the financial support to conduct the large and long-term projects needed for the study of tree genetics.

Plant explorers and arboreta have introduced and tested a large number of useful foreign species. In Philadelphia, for example, the landscape would be much bleaker without the ginkgo (*Ginkgo biloba*), Norway maple (*Acer platanoides*), Himalayan white pine (*Pinus Griffithi*) and the Norway spruce (*Picea abies*). Keen-eyed nurserymen have been responsible for the propagation of most of the variants of common species.

Pine Seed Studies

Of all nonfruit trees the pines are receiving the most attention from the geneticist. Most of the work is designed to improve the lumber-producing potentialities of the trees, but much of it will be applicable to ornamentals. This is particularly true in the case of a Scotch pine (*Pinus sylvestris*) seed source study started in New Hampshire in 1938. Measurements made in 1955 showed that trees from three localities in Latvia and Esthonia were straight, fine-branched and moderately fast growing; they turned slightly yellow in the winter. Trees from Poland and Germany were crooked, coarse-branched and fast-growing; they remained green in the winter. Trees from Sweden, Norway and Finland were straight, fine-branched and slow-growing or extremely slow-growing; they turned yellow in the winter. If the landscape man wishes a broad-crowned Scotch pine which will flatten out early in life, he should plant one of the German trees. On

the other hand, if he wishes a group of tall, straight trees to grace the corner of a large lawn, he should specify trees of Latvian origin.

The European black pine (*P. nigra*) is another conifer which is widely used as an ornamental in the northeast and which is geographically variable. The commonest variety, Austrian pine (*P. nigra austriaca*) is grown from seeds collected in a limited area in Austria. It is moderately fast growing, straight and regular-crowned, at least for the first 30 or 40 years. But in other parts of southern Europe there are other varieties which deserve extensive use. These differ from each other and from Austrian pine in several characters, such as growth rate, fineness of branch, crown, form, hardiness and probably disease-resistance.

Seed Source Studies in Oak

The Michaux quercetum was started four years ago as a cooperative project of the Morris Arboretum, Philadelphia, Pa., the northeastern forest experiment station, Upper

Darby, Pa., and the American Philosophical Society. It is a large undertaking, designed to assemble and test trees of up to 10 different origins of every species known or suspected to be hardy in the northeast. I mention these organization facts, because the study is revealing as much about how to conduct research as it is about oak trees. It has taken a lot of time and will take even more. However, it is giving more results per unit of effort than would several small, independent tests. So far the study has gone according to schedule, indicating that agencies with diverse viewpoints can cooperate successfully if the work is well-planned beforehand.

According to the first two years' results, the Shumard red oak (*Quercus shumardi*), bur oak (*Q. macrocarpa*) and water oak (*Q. nigra*) should be classed as geographically variable species. All these exhibited considerable variation in growth rate and—perhaps more important from the shade tree standpoint—in autumn coloration. In early November

VERHALEN NURSERY

Company

SCOTTSVILLE • 12140 HARRY HINES BLVD.
TEXAS • DALLAS, TEXAS

Your Profits Grow in Verhalen Plants

COMMERCIAL Nursery Co.

ESTABLISHED 1900

Decherd, Tennessee

Broad-leaved Coniferous Evergreens

Write for complete price list.

T.G. OWEN & SON, INC.
Columbus Mississippi

SUGAR MAPLE SEEDLINGS

	Per 1000
6 to 12 ins.....	\$20.00
12 to 18 ins.....	30.00
18 to 24 ins.....	40.00

We guarantee satisfaction or your money back. We can ship any time after November 1.

O. H. PERRY NURSERY CO.
Box 545 McMinnville, Tenn.



SEMME'S NURSERIES

AZALEAS - CAMELLIAS
and other choice evergreens

Wholesale Catalog SEMMES, ALA.

LYNWOOD GOLD FORSYTHIA

Recent import from Ireland. Full-flowered; deep golden color. Heavy, outdoor frame-rooted cuttings.

\$12.00 per 100, \$100.00 per 1000.

These are very heavy stock ready for direct field planting.

BEARDSLEE NURSERY Perry, O.

An address, "Genetics and the Production of Improved Shade Trees," presented by Jonathan W. Wright, associate professor of forestry, Michigan State University, East Lansing, at the National Shade Tree Conference held last August at Philadelphia, Pa.

the Shumard red oak from Michigan seeds was red, whereas the same species grown from Florida seeds was green.

Seed source studies similar to those described here for pine and oak are being conducted on a large number of other tree species. In most cases the preliminary results are showing that the provenance of the seeds is a great deal more important in determining growth rate, hardiness and crown form than is the nurseryman who grows the stock. (Provenance means the ultimate geographic origin of the seeds. I purposely use this technical term to emphasize the fact that the grower should know where the particular parents of a seedlot were native rather than the location of a planted tree from which seeds were collected or the name of the seed dealer.) In forestry it is rapidly becoming common practice to specify planting stock of known provenance. That would also be a desirable practice for ornamental nurserymen to follow.

Species Hybridization

Most horticulturists are familiar with the story of hybrid corn and of how corn yields can be increased by crossing two or four inbred lines. Present indications are that hybridization has the same potentialities in trees as in corn. The hybrid vigor manifests itself best if the parental lines are different. The first tree hybridization work was done with different species of the same genus, because there was not enough flowering material of different inbred liner or of geographic races available.

The London plane tree (*Platanus acerifolia*) is the outstanding example of a widely planted species hybrid. It is a group of natural hybrids between the American sycamore (*P. occidentalis*) and the Oriental plane tree (*P. orientalis*). These hybrid clones have been propagated by cuttings and have almost replaced the native American sycamore as a street tree in American cities. For example, there are about 50,000 London plane trees in the city of Philadelphia, and about 47,000 on Manhattan island.

The red horse chestnut (*Aesculus carnea*-A. hippocastanum x A. pavia) is another natural species hybrid which is commonly planted as an ornamental. It is an exception to the general rule that hybrids do not breed true. Some accident of nature (we can now cause such "accidents" to happen at will by means of the drug colchicine) caused the chromosomes of the original hybrid to be doubled. Once this chromosome

TOP QUALITY

CORNUS FLORIDA RUBRA (Pink-Flowering Dogwood), from 12 to 18 ins. to 6 to 8 ft.

CORNUS FLORIDA ALBA PLENA (Double-Flowering White Dogwood), from 12 to 18 ins. to 3 to 4 ft.

PRUNUS PERSICA (Flowering Peach), pink, red and white, 3 to 4 and 4 to 5 ft.

PRUNUS NEWPORT, PISSARDI AND THUNDERCLOUD (Purple-Leaved Plum), 3 to 4 and 4 to 5 ft.

SALIX BABYLONICA (Weeping Willow), 3 to 4, 4 to 5, 5 to 6 and 6 to 8 ft.

TREE WISTARIA, Purple, 2 to 3 ft.

BETULA ALBA (White Birch), 6 to 8 and 8 to 10 ft.

MALUS (Flowering Crab Apple), varieties as follows:

Alameda, single, purple-rose flowers, 6 to 8 and 8 to 10 ft.

Almey, bright crimson blossoms, 2 to 3, 3 to 4 and 4 to 5 ft.

Arrow, single, purplish-red flowers, 5 to 6, 6 to 8 and 8 to 10 ft.

Atrosanguinea, carmine flowers, 2 to 3 and 3 to 4 ft.

Baccata, single, fragrant white flowers, 2 to 3 and 3 to 4 ft.

Dolgo, single, fragrant white blossoms, 2 to 3, 3 to 4 and 4 to 5 ft.

Eleyi, single, purplish-red flowers, 3 to 4, 4 to 5, 6 to 8 and 8 to 10 ft.

Floribunda, single, fragrant, deep pink flowers, 2 to 3, 3 to 4 and 4 to 5 ft.

Floribunda purpurea, single, purplish-red flowers, 2 to 3, 3 to 4 and 6 to 8 ft.

Geneva, single, purplish-red flowers, 5 to 6, 6 to 8 and 8 to 10 ft.

Gloriosa, single, purplish-red flowers, 5 to 6, 6 to 8 and 8 to 10 ft.

Hopa, carmine buds and flowers, 2 to 3 through 8 to 10 ft.

Makamik, single, China-rose flowers, 2 to 3, 3 to 4 and 4 to 5 ft.

Red Silver, single, purplish-red flowers, 5 to 6, 6 to 8 and 8 to 10 ft.

Scheideckeri, double, pale pink flowers, 3 to 4, 4 to 5, 5 to 6, 6 to 8 and 8 to 10 ft.

We are booking orders NOW. Shall appreciate your requesting our complete Wholesale List. Shipment can be made by commercial truck lines, individual trucks, railway express or railroad freight.

THE SOUTHERN AND NURSERY CO. INC.

AT THE CENTER OF THE SOUTH

Established in 1872

Telephone: WO-7-2302

WINCHESTER, TENN.

EUONYMUS ALATUS COMPACTUS

Very heavy, outdoor frame-grown, rooted cuttings—some branched—approximately one foot in height. These exceptional cuttings are heavily rooted on last year's wood. Try some and see how good they are.

\$18.00 per 100; \$150.00 per 1000.

BEARDSLEE NURSERY, Perry, O.

CUMBERLAND VALLEY NURSERIES, INC.

Wholesale Growers of Dependable Fruit and Flowering Trees

Write for latest price list.

213 N. Chancery St.
McMINNVILLE, TENN.

Rhododendron, Mountain Laurel, **Leucothoe**, **Balsam Fir**, **White Pine** and **Hemlock**, collected and nursery-grown in limited amount for spring, 1958. Seedlings, B&B, clumps and cutback stock (pans).

ANTHONY LAKE NURSERY, INC.
Pineola, N. C.

PEAR SEEDLINGS

Pyrus calleryana
In limited supply.

WHITEROCK NURSERIES
CROCKETT, TEX.

FOR FOUNDATION SHRUBS

The decision



✓ **EUONYMUS acutus**

A good prostrate, rapidly spreading plant with smooth, shiny, dark leaves. Foliage is a deep red during the winter.

<u>2 1/4" Pot</u>	<u>1-Gal.</u>
.18	.50

✓ **EUONYMUS fortunei carrierei**

Semi-prostrate growing shrub having heavily veined leaves of deep glistening green.

<u>2 1/4" Pot</u>
.18

✓ **EUONYMUS fortunei Radicans Upright**

Semi-upright in growth. Leaves become a deep red in the fall.

<u>2 1/4" Pot</u>	<u>1-Gal.</u>	<u>2-Gal.</u>
.18	.50	1.50

✓ **EUONYMUS japonicus grandifolia**

Very large solid green leaves.

<u>2 1/4" Pot</u>	<u>1-Gal.</u>	<u>2-Gal.</u>	<u>5-Gal.</u>
.15	.50	1.50	1.85

✓ **EUONYMUS japonicus microphyllus**

Very dwarf shrub with solid green leaves.

<u>2 1/4" Pot</u>	<u>1-Gal.</u>	<u>2-Gal.</u>
.18	.50	1.50

✓ **EUONYMUS radicans argentea variegata**

Low growing shrub with variegated leaves. Excellent for ground cover.

<u>2 1/4" Pot</u>	<u>1-Gal.</u>
.18	.50

✓ **EUONYMUS patens Newport**

(E. kiautschowica)

Compact grower. Foliage remains on the plant practically all year.

<u>2 1/4" Pot</u>	<u>1-Gal.</u>	<u>2-Gal.</u>
.18	.50	1.50

And nu
euonym
come a
foliage
ting to

Right n
MN eu
their or
growing
to you.
the desi

Send yo
selection
for imm
choose,
the top

AMERICAN NURSERYMAN
1975

BEDGES, BORDERS

ONYMUS!

And nurserymen across the country all agree. No finer euonymus than MN container-grown! While fads come and go the demand for good, thick, luxurious foliage is always there. Don't make the mistake of forgetting to stock a reliable, standard seller like euonymus.

Right now is an especially good time to order hardy MN euonymus. Husky root systems have never left their original growing soil. As a matter of fact they're growing all the time—even while they are being shipped to you. Easy-to-grow MN euonymus gives your customer the desired perfect results everytime!

Send your order in today and have us set aside a choice selection of dependable MN euonymus either for immediate or future delivery. Whichever you choose, don't forget to put euonymus at the top of your list.

MORE COLOR PHOTOS
MORE VARIETIES
MORE INFORMATION

It's the new 1957-1958 MN catalog. Ready now.
Yours FREE upon request.



MONROVIA NURSERY Co.

P.O. BOX Q, AZUSA, CALIFORNIA

INTRODUCING

"Cherokee Chief," patent pending (Red-Flowering Dogwood)
This is truly a red Red-Flowering Dogwood (*Cornus florida rubra*), beautiful shade of deep red. Blooms at an early age. Vigorous grower.

	Each Per 10	Each Per 29 to 100
6 to 12 ins., B. R.	\$0.85	\$0.75
12 to 18 ins., B. R.	1.10	1.00
18 to 24 ins., B. R.	1.40	1.25

Other Specialty Items

Pink-Flowering Dogwood

America's favorite flowering tree. Deep pink, single flowers in spring.

	Each Per 10	Each Per 100
6 to 12 ins., B. R. ....	.60	.50
12 to 18 ins., B. R.	1.00	.75
18 to 24 ins., B. R.	1.25	1.00
24 to 30 ins., B. R.	1.50	1.25
30 to 36 ins., B. R.	1.75	1.50

Let us quote you larger sizes B&B with bloom buds

Flowering Crab Apple

Varieties:

Almey

Outstanding new variety. Carmen buds and flowers. Blooms at early age. Resistant to fire blight.

2 to 3 ft., whips .....	.60	.50
3 to 4 ft., whips .....	.85	.75
4 to 5 ft., whips	1.00	.90
3 to 4 ft., br. ....	.95	.85
4 to 5 ft., br.	1.10	1.00
5 to 6 ft., br.	1.35	1.25

Atrosanguinea, carmine buds and flowers.

Coronaria, pink fading to white.
Coronaria Charlotte, double, pink flowers.

Eleyi, purplish-red flowers.

Floribunda, pink fading to white.

Hopa, carmine buds and flowers.

Scheideckeri, semidouble, pink flowers.

2 to 3 ft., whips .....	.50	.40
3 to 4 ft., whips .....	.60	.50
4 to 5 ft., whips .....	.70	.65
3 to 4 ft., br. ....	.70	.60
4 to 5 ft., br. ....	.85	.75
5 to 6 ft., br.	1.10	1.00

Viburnum juddi

Better than *Carlesi*. Not subject to leaf spot. Delicate pink flowers. Very fragrant.

12 to 15 ins., B. R.	1.00	.75
15 to 18 ins., B. R.	1.25	1.00
18 to 24 ins., B. R.	2.00	1.50
24 to 30 ins., B. R.	2.25	2.00

Weigela vaniceki

Bright crimson flowers in spring and again in autumn. Extremely hardy.

12 to 18 ins., B. R. ....	.40	.35
18 to 24 ins., B. R. ....	.50	.45
2 to 3 ft., B. R. ....	.60	.55
3 to 4 ft., B. R. ....	.75	.70

Write for our latest wholesale list.

Buy Quality!

There's No Substitute

**TENNESSEE VALLEY
NURSERY**

Hoskins Shadow
Winchester, Tenn.
Phone: Woodlawn 7-2652

doubling was accomplished, the hybrid was able to set good, true-breeding seed as well as if it were an ordinary tree. This hybrid owes its popularity to the fact that it is a pink-flowered tree, whereas one of its parents is a pink-flowered shrub and the other is a white-flowered tree.

Maple Hybrids

In the maples, artificial hybrids were produced between members of five different species pairs at the northeastern forest experiment station. The hybrid between the American box elder (*Acer negundo*) and the Chinese Henry maple (*A. henryi*) seems to have considerable promise as a small ornamental tree in the middle Atlantic states. It is about as fast-growing as the box elder and has a pinkish cast to the foliage through the growing season. Two other combinations, Norway maple x Mayrs maple (*Acer mayri*), and Norway maple x coliseum maple (*A. cappadocicum*) have grown rapidly in the nursery and may make superior street or specimen trees.

Mass production of these maple hybrids will be a problem. They will probably not breed true from seeds as the red horse chestnut does. The flowers are so constructed that one can expect only a few hundred seeds as the result of a single day's hand-pollination work. The parent species bloom at different times; so probably the seeds cannot be mass produced in natural crossing gardens. Apparently it will be necessary to propagate the best hybrids clonally or double the hybrid's chromosome number with colchicine.

A few years ago an interesting species hybridization experiment was conducted on holly at Glenn Dale, Md. The female parent was an *Ilex cornuta* which was so isolated that it never matured its berries. A few hours' hand application of pollen of *I. centrochinensis* resulted in a uniform F_1 progeny of several hundred trees. These hybrids are vigorous growers and have glossy, evergreen leaves of a type not found elsewhere.

Results of Pine Hybridizing

As already stated, the pines are receiving the most attention from geneticists. In California and Pennsylvania about 180 different species combinations have been attempted, of which more than 60 yielded hybrids. Several of these hybrid combinations are showing rapid growth, pest-resistance or other traits that will make them valuable in forestry. Here I shall mention three combinations which, if they continue to grow as well as they have in their

Ozark
NURSERY COMPANY

- FRUIT TREES—Standard and Regular
- SMALL FRUITS—Grapes and Berries
- ORNAMENTAL and SHADE TREES
- FLOWERING SHRUBS
- EVERGREENS—Broadleaf and Conifers
- PHYTOTEKTOR GROWN LINERS

OZARK IKE Says:

"All fields under irrigation. Delivery service to your door. Mechanical digging assures entire root system. Evergreens individually tagged for size and variety. B and B stock burlap treated to prevent rot. 125' x 160' cold storage for stock. Radio equipped field trucks speed service."

White for...
Ozark Nursery's NEW
wholesale catalog with
attractive prices.

TAHLEQUAH, OKLAHOMA

JUNIPER GRAFTS

Specimen Evergreens

Moraine Locust
1 and 2-Yr. Tops

Heavy Shrubs

Wilt-Pruf

SNEED NURSERY CO.

P. O. Box 798

Oklahoma City 1, Okla.



AARS winners and
130 other popular
varieties. In attractive,
colorful packages or bare root.

Beautiful shade, productive tool! Prolific varieties. Sizes 1 1/4 to 12 feet. In attractive packages or bare roots. Get stock list and prices.

PECAN TREES



ARP Nursery Co.

Box 3338-J, Tyler, Texas

Pronouncing Dictionary

of Plant Names and Botanical Terms
64 pages 3000 names. 25¢ per copy
AMERICAN NURSERYMAN
348 S. Dearborn St. Chicago 4, Ill.

early years, will find a place in the northeast as ornamentals as well as forest trees.

Japanese red pine (*P. densiflora*) x Scotch pine has blue-green foliage like the European parents but grows faster than either parent. Austrian pine x Japanese red pine has long, dark green foliage and grows much faster than the Austrian pine. Himalayan white pine x eastern white pine (*P. strobus*) grows faster than either parent, has moderately long needles and will probably prove harder than the Himalayan parent. Fortunately, the possibilities of mass producing the last two named hybrid combinations economically by seeds appear to be good.

Disease-Resistant Elms

The first selection and breeding work directed toward obtaining a resistant elm was started in 1928 in the Netherlands. The workers at the Willie Commelin school assembled all the clones they could of exotic species growing in European arboreta as well as 10,000 seedlings of the native European elm. These were subjected to natural inoculation. Several showed up as resistant to the Dutch elm disease, but were deficient in one or more other respects. In 1937 an extensive hybridization program was undertaken to combine the disease resistance of one species with the good growth characters of another. The hybrid seedlings were then subjected to artificial and natural inoculation tests.

The Dutch workers ran into a snag in this testing program. Clones appeared resistant for the first few years, but proved to be susceptible when tested at the age of 8 or 10 years. Patience and a longer testing period seemed to be the only way out of that particular difficulty. There are still no perfectly satisfactory clones ready for distribution as of 1957, although there are several promising *Ulmus hollandica* vegeta x *carpinifolia* hybrids, which can probably be released in a few years.

The early promise shown by this Dutch work led to the start of elm selection and breeding projects in Ohio and Minnesota and Ontario, Canada. All three projects have as their goal a new strain which will be resistant to the Dutch elm disease and to elm phloem necrosis and yet will have all the desirable form and growth characteristics of the American elm. These experiments are still too young to yield definite results.

As the tree breeder brings forth his new, improved trees, there will be a natural desire to push them into commercial production as rapidly as possible. Often this can be done best

FINE LANDSCAPE PLANTS

WHOLESALE PRICE LIST

HEAVY SHEARED—LOW GLOBE SPECIMENS		Each
50 <i>Taxus</i> , Globe Hatfield, 30 to 36 ins.		\$ 10.50
50 <i>Taxus</i> , Globe Hatfield, 36 to 42 ins.		12.50
HEAVY SHEARED SPECIMENS		
50 <i>Taxus hicksi</i> , 3 to 4 ft.		12.00
LIGHT SHEARED		
50 <i>Taxus hicksi</i> , 4 to 5 ft.		12.00
HEAVY SHEARED SPECIMENS		
25 <i>Taxus cuspidata capitata</i> , 5½ to 6 ft.		35.00
25 <i>Taxus cuspidata capitata</i> , 6 to 6½ ft.		40.00
HEAVY SHEARED SPECIMENS		
50 <i>Taxus cuspidata</i> , 3 to 4 ft. x 5 to 6 ft.		45.00
50 <i>Taxus cuspidata</i> , 3 to 4 ft. x 6 to 7 ft.		55.00
50 White Birch, 12 to 14 ft.		18.50
20 White Birch, 2-stem clump, 15 to 20 ft.		63.00
HEAVY SHEARED SPECIMENS		
50 Juniper, <i>glauca</i> , 5 to 6 ft.		8.50
HEAVY SHEARED SPECIMENS		
50 Juniper, <i>Canaert</i> , 5 to 6 ft.		8.50
100 Juniper, <i>Canaert</i> , 6 to 7 ft.		9.50
50 Juniper, <i>Canaert</i> , 7 to 8 ft.		12.00
HEAVY BERRIED		
25 Holly (<i>Ilex opaca</i>), 8 to 10 ft.		65.00
50 Holly (<i>Ilex opaca</i>), 10 to 12 ft.		85.00
HEAVY SHEARED SPECIMENS		
50 Hemlock, 6 to 7 ft.		20.00
50 Hemlock, 7 to 8 ft.		24.00
25 Dwarf Alberta Spruce, 4½ to 5 ft.		35.00
10 Dwarf Alberta Spruce, 5 to 5½ ft.		40.00
20 Dwarf Japanese Blood-leaved Maple, 3x4 ft.		20.00
10 Dwarf Japanese Blood-leaved Maple, 4x5 ft.		25.00
Magnolia grandiflora		
8 to 10 ft.		50.00
10 to 12 ft.		75.00
12 to 14 ft.		110.00
14 to 16 ft.		150.00
HEAVY SHEARED		
50 White Pine, 7 to 8 ft.		25.00
50 White Pine, 8 to 10 ft.		32.50

All spaced and transplanted landscape material. Individual selected plants—plus 25 per cent.

CARL RAY CO.

Lyndon, Ky.

WHITE PINE

Compact Transplants

Lots of 25 or more.

	Each
4 to 5 ft.	\$4.75
5 to 6 ft.	5.75
6 to 7 ft.	7.00

Quality Plants Since 1841

HILLENMEYER
Nurseries
GEORGETOWN RD.
ON U.S. 22 NORTH
LEXINGTON, KY.

Wholesale Growers of Broad-Leaved
and Coniferous Evergreens

Ask for fall trade list.

LINDLEY NURSERIES, INC.

P. O. Box H Greensboro, N. C.

POTTED LINERS

Taxus Junipers

B&B sizes to trucks only.

HUMPHREYS LANDSCAPE SERVICE
MT. STERLING, KY.

NOVEMBER SPECIALS

For Immediate Shipment

FLOWERING CRAB APPLES

Each

Almey, new! Fiery-crimson.
18 to 24 ins., whips 50c
2 to 3 ft., whips 75c

Eleyl, pink flowers, purple foliage.
18 to 24 ins., whips 25c
2 to 3 ft., whips 35c

Sundog, pyramidal type, carmine flowers.
12 to 18 ins., whips 20c
18 to 24 ins., whips 25c

Supply limited on Flowering Crab Apples. Order early in lots of 10 or 25.

FLOWERING PLUM

June Buds Per 10 Per 100

Prunus Thundercloud (New Purple Plum)
12 to 18 ins. \$ 3.00 \$ 25.00
2 to 3 ft. 3.50 30.00
3 to 4 ft. 4.50 40.00

Prunus Newport (Purple-leaved Plum)
18 to 24 ins. 2.50 20.00
2 to 3 ft. 3.00 25.00
3 to 4 ft. 4.00 35.00

FLOWERING PEACH

June Buds

Double Red
Double Pink
12 to 18 ins. 2.50 20.00
18 to 24 ins. 3.00 25.00
2 to 3 ft. 3.50 30.00

Redleaf Peach
18 to 24 ins. 2.50 20.00
2 to 3 ft. 3.00 25.00
3 to 4 ft. 4.00 35.00

Double Red Weeping
12 to 18 ins. 3.00 20.00
18 to 24 ins. 4.00 30.00

PINK-FLOWERING DOGWOOD

18 to 24 ins., 1-yr. 12.50 100.00
24 to 30 ins., 1-yr. 15.00 125.00
30 to 36 ins., 2-yr. 17.50 150.00

Write for copy of our Wholesale Price List.
2% cash discount—November only.
If you need color picture tags, write for prices.

GLOBE NURSERIES

Box 249 McMinnville, Tenn.

PEACH PITTS

California Lovell Peach Seed

We supply the leading nurseries of America and also export.

Write for prices.

RUDY BONZI ENTERPRISES

(Successors to Gray Nurseries)

Rt. 4, Box 3115
MODESTO, CALIF.

Better Liners of the Better Kinds

BERBERIS Crimson Pygmy
CAMELLIA SASANQUA
FORSYTHIA Bentrax Farrand
FORSYTHIA Lynwood Gold
HYPERICUM Hidecote
MAPLE, Crimson King

Write for Complete Price List.
Jacques Legendre, Pres.

GULFSTREAM NURSERY
WACHAPREAGUE, VIRGINIA

by propagating the trees clonally, because, by growing grafts or rooted cuttings, exceptional trees can be multiplied 1,000 or 1,000,000 times without the need of a long breeding program. However, in the case of most F₁ species hybrids, early introduction into the trade will probably be achieved more easily by concentrating on mass production by seeds. The reason for this is that a desirable F₁ progeny can be recommended as a whole on the basis of the initial progeny test, but no single clone in the progeny can be recognized as superior without another series of tests.

Clonal propagation has another serious disadvantage. Because all members of a clone are genetically alike, a disease or insect pest, once established, can run rampant through the entire clone. As a matter of fact, clonally propagated plants, such as roses, apples, potatoes and raspberries, are much more subject to pests than are seed-propagated plants, such as zinnias, radishes and pine trees. This disadvantage of clonal propagation is now showing up in some of our clonally propagated trees. Canker stain is now a serious problem in the London plane trees. Many hybrid poplar clones that have been widely planted because of their rapid growth are succumbing to disease at a much earlier age than the native cottonwoods. Because of this disease problem introduced by the excessive uniformity, clonal propagation should be limited to new strains under test or to strains intended for limited use.

Difficulties with Seeds

There are also difficulties with seed propagation—particularly with isolated, rare exotics. While stationed at Philadelphia, I collected seeds from many such trees. Almost invariably the majority of the seeds were empty. Most of the good seeds were selfed (these gave runty seedlings) or crossed with other species. Some of the hybrid trees were desirable, but they were not like the parent. In other words, if a planter is impressed by a single rare tree, he stands little chance of growing 1,000 similar trees by collecting seeds from that tree. He is more likely to be successful by ordering seeds from the same locality whence his specimen came.

I should like to conclude this article by pointing out some of the ways in which the shade tree man and the tree breeder can cooperate to hasten the production of improved shade trees. The shade tree man is usually able to call potentially useful parents to the attention of the tree

FRUIT TREE SEEDLINGS

	100	1000
Pear (<i>Pyrus calleryana</i>)		
No. 1	\$5.50	\$50.00
No. 2	5.00	45.00
No. 3	4.50	40.00

Plum (<i>Prunus americana</i>)		
1/4-in. up . . .	4.30	38.00
No. 1	4.10	36.00
No. 2	3.30	28.00
No. 3	2.50	20.00

Write or phone for prices on large quantities.

J. H. SKINNER & CO. NURSERY

Rt. 6 Topeka, Kan.

"Pedigreed Seed Covers the Earth"

Pedigreed Seed Co.

Lawnseed Specialists for Over 35 Years!

Write or phone collect for prices on your Special Formulas, Private Brands or Straight Seeds!

Pedigreed Seed Co.

96 Forrest Street, Jersey City 5, N. J.
Henderson 5-2100

SMALL FRUIT PLANTS

Grapes

Currants

Berry Plants

Write for Wholesale Price List

FOSTER NURSERY CO., Inc.
69 Orchard St. FREDONIA, N. Y.

CHINESE CHESTNUT TREES

Seedlings only of the Peter Lul strain, 1-yr., whips and 3-yr., branched. Choice of special Nanking progeny seedlings. Also, properly stored weevil-free seed nuts. Inquiries invited.

LEELAND FARMS
Leesburg, Ga.

breeder (who is usually a forester) and also to point out needed improvements. Testing new strains requires extensive planting in large, uniform areas that will not be molested for 50 years. Many shade tree men are in a position to locate suitable test areas in parking strips, parks and golf courses. On the other hand, the tree breeder who is concentrating on forest trees will obtain many by-products which will be more useful in arboriculture than in silviculture. He should be able to recognize these and make them available to arboriculturists.

BUSMAN'S HOLIDAY

[Continued from page 12]

gold-rush days, and also famous for "The Face on the Barroom Floor." This trip was our introduction to typical mountain scenery, with its winding narrow roads, steep inclines and evergreen trees growing along the almost perpendicular mountainsides. We drove around the little city and returned by the same route, at dusk. The setting sun in the west provided a beautiful display of color as the silvery moon rose in the east.

The next morning we drove around the extensive Denver park system with its many beautiful trees and plants of all kinds and returned past the national Jewish hospital, a tuberculosis sanatorium, with its spacious well-landscaped grounds. One thing that can be said for Denver is that the majority of the motels are attractively planted with trees, shrubs, flowers and evergreens.

On our way to Fort Collins, Colo., we drove through Loveland. The post office of this town has become famous on St. Valentine's day as a place to which greetings can be sent to be specially postmarked.

Colorado State University


We had time enough upon our arrival at Fort Collins to call on Prof. Charles M. Drage, extension specialist in horticulture at the Colorado State University. His genial secretary soon located him for us, and we made ourselves acquainted. Time permitted us to visit the research greenhouses, where we were introduced to Mr. Hanan, graduate assistant in floriculture. There we saw three types of plastic houses in use. Temperature studies with flowers are being conducted by Mr. Hanan.

One of the interesting phases was the feeding of roses by injection, with the use of the following formula: 2.8 pounds of ammonium nitrate, 0.31 pounds of sodium nitrate



THE VERY FINEST ILEX ROTUNDIFOLIA — CONVEXA

Heavy, many times sheared hollies. Thousands of specimen plants at low prices—economical delivery. Write for list. Some beauties in cans, too.

Wight 
NURSERIES, INC.
CAIRO, GEORGIA • SINCE 1887
"WIGHT GROWN MEANS GROWN RIGHT"

MICHIGAN-GROWN PEACH TREES

Halehaven—Elberta—Redhaven
Golden Jubilee—Fairhaven—Valiant

	Each
3/4 -in. cal. and up.....	\$0.60
1 1/4 -in. cal. ....	.45
1 1/2 -in. cal. ....	.40
2 1/4 -in. cal. ....	.30
2 1/2 -in. cal. ....	.18

These peach trees are second to none; they are straight, tall and have a heavy root system. Samples on request, or better still, come out to our nursery and see our fine block of peach trees.

CARLETON NURSERY

Jones Rd.

Phone: OL-4-8151

Carleton, Mich.

The Homestead Nurseries H.G. Benckhuysen. Boskoop. Holland

Azaleas, Rhododendrons, Magnolias, Peonies, Ornamental Trees and Shrubs, Perennials — Quality Stock in All Leading Varieties. Trade catalog on request.

NORTHERN-GROWN
FRUIT TREES
DWARF and STANDARD
Write for wholesale list.
MALONEY BROS. NURSERY CO.
DANVILLE, N. Y.



AZALEAS
Broad-leaved Evergreens and a general line of quality ornamentals.
THE TANKARD NURSERIES
EXMORE, VA.

AZALEAS

CONIFERS and BROAD-LEAVED EVERGREENS

Finished Stock and

Potted Liners

(See Classified Ad)

Write for price list.

Send us your want list.

Fritschler's

NURSERY

4425 W. Lawn Dr.
Nashville 9, Tenn.

WE OFFER ...

Our General Line of SMALL FRUIT PLANTS

Let us quote on your
requirements.

L. J. RAMBO'S WHOLESALE NURSERIES
Bridgman, Michigan

ROSEBUSHES

Patented and Standard in
Good Assortment

Bare-Root—Packaged

Write for price list.

C. E. WILSON NURSERIES

Box 400 Jacksonville, Tex.
Phone: 4117

CHIPMAN'S CANADA RED

RHUBARB

Large True-to-Name Divisions
Write for Prices

KEELER'S GARDENS
Sioux Falls, S. D.

and 1.56 pounds of potash to 100 gallons of water. Automatic feeding is carried out, lessening the labor element. The Gates system rubber hose is used, with nozzles three feet apart.

In the general discussion with Professor Drage about phases of horticulture, he related that the Arapahoe and Radiance everbearing strawberries were considered best for Colorado conditions and perhaps could be used elsewhere to good advantage.

Before dusk, Professor Drage took us to see the famous Horsetooth reservoir, Fort Collins' water supply, a few miles west of Fort Collins, in the mountains. On our way back, the first of our heaviest rainfalls since leaving Pennsylvania came out of the mountains, and it was at this time that we saw our first complete double rainbow, with a partial third rainbow at the same time. We arranged to meet the following day for visits to local nurserymen and garden center operators.

Testing Native Plants

The next morning I had the privilege of meeting Prof. A. M. Binkley, head of the department of horticulture of Colorado State University, and two of his associates, Drs. Chapman and Weigle. Dr. Binkley told me of the many types of native materials that are being propagated on an experimental basis at the request of the United States Air Academy at Colorado Springs. The following types of materials are at present in the experimental bench:

Caragana pygmaea, Betula fontinalis, Cercocarpus montanus, Robinia neomexicana, Symphoricarpos occidentalis, Elaeagnus angustifolia, Rhus glabra cismontana, Abies concolor, Populus sargentii, Acer glabrum, Forestiera neomexicana, Tamarix hispida, Rhus trilobata, Prunus americana, Symphoricarpos albus, Rosa setigera, Physocarpus monogynus, Chrysothamnus graveolens, Potentilla fruticosa, Parthenocissus quinquefolia, salix (thin leaved), populus (aspen), rosa (native wild), alder (thick leaved with fat cone, species unknown) and Alnus tenuifolia (alder).

These types of plants grow in a soil having a pH of 6.6 to 7.5, with organic matter of 1.5 to 2.5 per cent.

One interesting note which Professor Binkley provided was that the Colorado carnation growers send flowers once a week to Mrs. Dwight D. Eisenhower, at the White House, at Washington, D. C. Professor Binkley stated that there were 114 growers of carnations in Colorado in 1956 and that the wholesale value of this crop was \$4,735,000. Foundation cuttings are supplied to the industry by the university.

We inspected some of the green-

HOLLAND-GROWN NURSERY STOCK

Rhododendrons

Azaleas

Deciduous Shrubs

Choice Trees

Perennials

RARE and NEW PLANTS

F. J. GROOTENDORST & SONS

BOSKOOP

HOLLAND

American Representative:

Manuel Litt

3823 Ave. T., Brooklyn 34, N. Y.

Ask for 62-page catalog.

60,000 DWARF APPLES

Astrachan Red; Close; Cortland;
Duchess; Lodi; McIntosh; Spy;
Red Melba; Wealthy, all sizes,
3/16 to 11/16-in. cal.

30,000 CUT-LEAVED WEEPING
BIRCH (Betula laciniata), all sizes,
2 to 10 ft.

For prices write today:

BROOKDALE-KINGSWAY, LTD.

Bowmanville, Ont., Canada

LOWELL H. MCGEE NURSERIES

Wholesale Nurserymen

P. O. Box 341 McMinnville, Tenn.

Phone: 3351

Write for our 24-page catalog.

MORNING STAR NURSERY

Rives, Tennessee

Wholesale Growers

Evergreens, Trees

Deciduous Shrubs, Roses

Send us your want list

LAUREL LAKE NURSERY

Specializing in

AZALEAS — CAMELLIAS — HOLLIES

Telephone 3881

Laurel Lake Salemburg, N. C.

LANDSCAPE MEN, LAWN MEN, ATTENTION

KENTUCKY BLUEGRASS SEED

21 lbs., \$55.00 per 100 lbs.

24 lbs., \$59.00 per 100 lbs.

All types of lawn mix from \$40.00 and

up per 100 lbs.

For quantity, inquire. All orders C.O.D.

AFTON SEED CO., Afton Iowa

Harvester and Processor of Pure

Kentucky Bluegrass Seed

houses in which mist irrigation experiments are being conducted. The mist apparatus runs five seconds out of every 60 seconds and is automatically controlled. There is a heating cable beneath each bench.

In one of the houses we found the aphelandra, a plant which promises to be useful for indoor planter boxes throughout the country.

We decided to visit the garden center and flower shop operated by Frank Richards at Fort Collins. Mr. Richards pioneered in container roses in 1940. In order to protect his beds of container stock from vehicles he has placed discarded range boilers knee high at 6-foot intervals, and has painted them white, as pictured in an accompanying illustration. Each boiler is filled during the growing season with attractive flowering plants. Mr. Richards has 16 ground beds 6x48 feet. In these beds he also has mixed annuals, snapdragons, tritomas and chrysanthemums. Mr. Richards' orchid collection consists of 500 plants in 50 species.

One interesting feature of Mr. Richards' work is his propagation of geraniums in washed silt and sand in equal proportions. Excellent rooting has occurred with this combination.

Kroh Bros. Nurseries

After a hasty luncheon, Professor and Mrs. Drage, my wife and I journeyed to Loveland to visit the Kroh Bros. Nurseries. Here we became acquainted with Albert Foster, who owns a half interest in this nursery. He was president of the Colorado Nurserymen's Association in 1954 and 1955. Mr. Foster informed us that his plant containers were discarded cans obtained from the university; 5-quart oil cans, thoroughly cleaned, have been used for roses.

The Kroh Bros. Nurseries were founded in 1926 by Jacob and George Kroh. At present there are 50 acres, of which 35 are used for ornamental nursery plants. Evergreen plantings occupy 20 per cent of this planted area. Mr. Foster assured us that the container is the answer to the transplanting problem in Colorado and other midwestern states.

The Kroh Bros. Nurseries conduct a mail-order business and ship also by truck and Railway Express. In the springtime, 35 employees are kept busy with planting and shipping. Eight of the employees are kept on a year-around basis. A landscape planting service is also available for customers.

One of our eastern junipers, J. hetzi, reminded me of the Fairview

PFITZER JUNIPER

	Each
15 to 18 ins.....	\$1.20
18 to 24 ins.....	1.40
24 to 30 ins.....	1.90

TRUCK OR CAR LOAD LOTS—Many other items.

Write us for price list.

You will always find our stock right and our price right.

Slatton Nursery Co.

Box 426, McMinnville, Tenn.

COLORADO BLUE SPRUCE SEED 1957 CROP

Selected from the most beautiful Blue stands in Colorado,
\$9.00 per lb.

Write for catalog

WESTERN EVERGREENS

Rt. 1, Golden, Colo.

PEACH

	Per 10	Per 100	Per 1000
5 to 6 ft., 1 1/16-in. cal.	\$7.50	\$65.00	\$600.00
4 to 5 ft., 5/16-in. cal.	6.50	55.00	500.00
3 to 4 ft., 7/16-in. cal.	5.50	40.00	350.00
2 to 3 ft., heavy, 5/16-in. cal.	4.00	30.00	250.00
Belle of Georgia			
Blake			
Cardinal			
Coronet			
Dixiegem			
Dixied			
Elberta			
Golden Jubilee			
Halehaven			
Heath Cling			
J. H. Hale			
Keystone			
Krummel			
Late Elberta			
Ranger			
Red Cap			
Red Globe			
Redhaven			
Rio Oso Gem			
Slappy			
South Haven			
Sunhigh			
Triogem			

Write for copy of complete Wholesale List on fruits and ornamental plant material. See classified ads for other special items.

WAYNESBORO NURSERIES

Waynesboro, Virginia

Specialists in PERENNIALS

SEEDS—PLANTS—BULBS

Perhaps America's largest list of unusual plant materials.

Wholesale catalog on request.

PEARCE SEED COMPANY

Dept. N, MOORESTOWN, N. J.

SEEDS

Collectors of Tree, Shrub and Wild Flower Seeds

Crude Drugs and Ornamentals

E. C. MORAN, Stanford, Mont.

CRAB APPLES FOR AMERICA, by Donald Wyman. Breeding, propagation, culture, sources of supply. 68 p. \$2.00. American Nurseryman Chicago 4, Ill.

NANDINA SEEDLINGS

	Per 100
1 ft.	\$10.00
2 ft.	15.00
3 ft.	20.00

CHERRY LAUREL SEEDLINGS

	Per 100
3 to 4 ins.	\$ 5.00
6 to 8 ins.	10.00
12 to 15 ins.	15.00

Send check or money order—No C.O.D.'s
Mail or express collect—No charge for packing.

PINKSTON NURSERIES PARROTT, GA.

NURSERY STOCK

For Fall and Spring Delivery Per 1000
Acer saccharum (Sugar Maple)
2-yr., S., 6 to 12 ins. \$10.00
2-yr., S., 12 to 18 ins. 15.00
Hex opaca (American Holly)
4 to 12 ins., S. 15.00
Vince minor, made clumps,
6 to 12 ins., 15 to 30 stems 35.00
NOLERIDGE NURSERIES
P. O. Box 26 McMinnville, Tenn.

ORIENTAL MAGNOLIAS SOULANGEANA AND ALEXANDRINA

These are the finest we have ever seen. They are very bushy and well-budded. Can be shipped before January 15 with dormant buds. They can be stored in any cool, protected place until blooming time. 500 or so can be hauled for 40c per mile, one way from Mobile.

	Per 10	Per 100
2 to 3 ft., field-grown, budded.....	\$17.50	\$160.00
3 to 4 ft., field-grown, budded.....	22.50	200.00
4 to 5 ft., field-grown, budded.....	30.00	250.00
5 to 6 ft., field-grown, budded.....	40.00	350.00

No L.C.L. shipments. 25 or more take 100 rate. Write for our container-grown stock list.

BLACKWELL NURSERIES SEMMES, ALABAMA

SUGAR MAPLE, CHINESE ELM AND SILVER MAPLE

Excellent nursery-grown trees, in quantity.

6 to 8 ft., 8 to 10 ft., 10 to 12 and 14 ft.

ALSO

Pink Dogwood
White Dogwood

Flowering Crab
Crape Myrtle

Fruit Trees
Grapevines

Prices on request.

SHAHAN NURSERIES

TULLAHOMA, TENN.



**FINISHED
STOCK and LINERS**
We solicit your inquiries.
**LAIRD'S
NURSERIES**
Route 2
RICHMOND, VA.
5 miles west of city on Broad St. Road

**SMALL FRUIT PLANTS
and
VEGETABLE ROOTS**
We grow for the whole-
sale trade only.
KRIEGER'S WHOLESALE NURSERY
BRIDGMAN, MICH.

SEED CHESTNUTS
Castanea mollissima orders taken for fall,
1957, crop. 50c per lb. F.O.B. Trappe, Md.
Lower prices for large quantities.
COMPTON FARM
c/o J. M. Arensburg, Agent
1404 First National Bank Bldg.
Pittsburgh 22, Pa.

**WE SPECIALIZE IN FINE
Azaleas and Camellias**
Write for Catalog
FLOWERWOOD NURSERY
GREGORY L. SMITH, Owner
Rt. 1, Box 130 MOBILE, ALA.

Maurice C. Ravensberg
Boskoop, Holland
Reliable exporters for general nursery
stock since 1922.
Catalog on application

Our Trade List Shows
Shrubs — Magnolias — Dogwood —
Roses
Finished and Liners
Also Dependable Nursery Supplies
CHASE NURSERY CO., INC.
Chase, Ala.

Evergreen Nurseries, Fairview, Pa. where it was introduced quite a few years ago. It thrives well in Colorado. An interesting sport of the Pfitzer juniper, known as Weaveri, was also observed. Most of the smaller ornamental trees consisted of 20 varieties of crab apples, of which Malus Hopa seemed to be the most popular with the nursery clientele.

Mr. Foster has four propagating beds 4x12 feet under mist irrigation and two large lath houses, the latter being filled with container material of many types.

We had an opportunity to inspect the storage and packing houses, located adjacent to the garden center. The well-landscaped buildings present a most inviting effect on one's approach to the property. Mr. Foster has used materials such as one would use in landscaping his own property. We felt Mr. Foster is one of the key nurserymen of Colorado, interested not only in the business which he represents, but in seeing that his customers will always be well satisfied.

We left the nursery to proceed on a mysterious trip planned by Professor Drage and his wife. More about that in the next article. I am sure you will be interested. You, too, may some day have the same opportunity.

NEW MIDNITE BLACKBERRY

A new blackberry plant named Midnite, said to combine fine fruiting qualities with strong, thrifty cane characteristics, is being introduced by Scarff's Nursery, New Carlisle, O., and will be available for spring, 1958, delivery. Discovered in the wild by B. E. Spurgeon, of Clermont county, Ohio, and propagated by Scarff's Nursery, the new plant has been a regular annual bearer of heavy crops of large, well-formed berries that ripen over a comparatively long season, according to the nursery. A further advantage claimed for Midnite by the grower is a thrifty, upright cane growth, which has shown no evidence of winter injury in Ohio and southern Michigan.

Mr. Spurgeon states that Midnite has yielded a heavier crop than all other standard varieties in his test plantings. The fruit is described as being larger than that of Eldorado, of high quality, glossy, jet black, juicy, small cored and produced in well-formed clusters throughout the fruiting canes. Scarff's Nursery notes that Midnite has so far shown almost complete freedom from the sterility common among blackberry varieties, but adds that the condition may appear in later plantings.

HERE IS WHY NURSERYMEN PREFER MENNEPOTS



Superior Strength

Sturdily constructed, the MENNEPOT withstands hard handling.

Stapled Bottom

Comes completely assembled . . . Potting can start immediately upon arrival.

Light Weight

The MENNEPOT is economical to use. Light weight makes shipping costs less.

Drainage

The side-drainage feature makes waterlogging impossible while standing in salesyard.

Size 0 Top . . . 4 ins.
Bottom 3 1/2 ins.
High . . . 4 ins.
Weight per 100
Regular 10 lbs., Heavy 25
Regular Weight Price
100. \$2.75 1000. \$25.00
Heavy Weight Price
100. \$3.75 1000. \$35.00

Size 0 1/2 Top . . . 5 ins.
Bottom 4 ins.
High . . . 5 ins.
Weight per 100
Regular 13 lbs., Heavy 30
Regular Weight Price
100. \$3.50 1000. \$32.50
Heavy Weight Price
100. \$4.50 1000. \$42.50

Size 1 Top . . . 6 ins.
Bottom . . . 5 ins.
High . . . 6 ins.
Weight per 100
Regular 15 lbs., Heavy 35
Regular Weight Price
100. \$4.00 1000. \$37.50
Heavy Weight Price
100. \$5.25 1000. \$50.00

Size 2 Top . . . 7 ins.
Bottom 5 1/2 ins.
High . . . 7 ins.
Weight per 100
Regular 24 lbs., Heavy 55
Regular Weight Price
100. \$4.50 1000. \$42.50
Heavy Weight Price
100. \$5.75 1000. \$55.00

Size 3 Top . . . 8 1/2 ins.
Bottom 6 1/2 ins.
High . . . 9 ins.
Weight per 100
Regular 30 lbs., Heavy 70
Regular Weight Price
100. \$5.00 1000. \$47.50
Heavy Weight Price
100. \$6.25 1000. \$60.00

Size 4 Top . . . 10 ins.
Bottom . . . 8 ins.
High . . . 10 ins.
Weight per 100-120 lbs.
100. \$11.00
500. \$52.50 1000. \$100.00
*Heavy Only—
For trees and shrubs.

Size 5 Top . . . 12 ins.
Bottom . . . 10 ins.
High . . . 12 ins.
LG. POT
Weight per 100-250 lbs.
20. \$30.00 100. \$27.50
500. \$125 1000. \$225
*Special for extra-heavy
trees and large shrubs.

Size Pan Top . . . 8 1/2 ins.
Bottom 7 1/2 ins.
High . . . 5 ins.
PAN
Weight per 100
Regular 30 lbs., Heavy 70
Regular Weight Price
100. \$5.00 1000. \$47.50
Heavy Weight Price
100. \$6.25 1000. \$60.00

Distributors

NEW YORK	Jackson & Perkins Co., Newark, N. Y. Gar Prod., Inc., Queens Ave., Lindenhurst (Long Island), N. Y.
OHIO	Sholl Distributing Co., 500 E. 99th St., Cleveland, O. I. G. Harmon & Son, 1800 10th St., Canton 4, O.
PENNSYLVANIA	E. C. Geiger, North Wales, Pa. Verscharen's Garden Centers, Rt. 51, Brentwood, Pittsburgh, Pa. Rt. 88, S. Park, Pittsburgh, Pa.
NEW JERSEY	New Jersey Farm Supply, 449 Market St., East Paterson, N. J. Somerset Rose Nursery, Inc., New Brunswick, N. J.
MICHIGAN	Michigan Bulb Co., 845 Ottawa, N.W., Grand Rapids, Mich. Growers Exchange, Inc., P. O. Box 397, Farmington, Mich. Strickland Seed Store, 1429 Gratiot Ave., Detroit, Mich.
RHODE ISLAND	American-Dutch Trading Co., Inc., 47 Codding St., Providence, R. I.
CANADA	The Sheridan Nurseries, Ltd., Sheridan, Ontario, Canada.

500 of a size takes 1000 rate in sizes 0-0 1/2-1-2-3-Pan. Regular-weight pots packed 100 and 200 per carton in sizes 1-2-3-Pan. Size 0, 250 only. Size 0 1/2, 200 only. Heavy pots are packed 250 per carton in size 0; 100 per carton in sizes 0 1/2 and 1; 50 per carton in sizes 2, 3, Pan and 4, and 20 per carton in size 5. NO BROKEN CARTONS.

SEND \$1.00

FOR COMPLETE SET OF 14 SAMPLES.

THE MENNE-POT, INC.

NORTH TONAWANDA, N. Y.

Phone Ludlow 4444

Prices Vary Slightly in Areas Served by Distributors
DISTRIBUTORSHIPS OPEN IN SOUTHERN STATES

NEW PEACHES NAMED

Two new peach varieties that hold considerable promise for New Jersey growers have just been named, according to Dr. L. Fredric Hough, research specialist in pomology at Rutgers University, New Brunswick, N. J. Goldgem is described as a large, yellow-fleshed peach that ripens with Golden Jubilee. According to Dr. Hough, the fruit is similar to Newday in color and texture, and the tree is a vigorous grower.

Summerqueen is said to be a large, well-colored, firm, yellow peach. It ripens with Sunhigh but is allegedly less susceptible to bacterial spot, a disease which has caused considerable loss to peach growers. Dr. Hough stated that Summerqueen with large showy flowers but imperfect pollen, sets more fruit buds than Sunhigh and is productive where conditions for cross-pollination are adequate. Both peaches are freestone and were developed at the New Brunswick agricultural experiment station some years ago.

SEND FOR YOUR NEW
FULLY ILLUSTRATED CATALOG



ORDERS DELIVERED FREE TO DESTINATION AS FOLLOWS:
CALIFORNIA—All orders \$25.00 and over.
ARIZONA - NEVADA - OREGON—Orders \$35.00 and over.
ALL OTHER STATES WEST OF MISS.—Orders \$50 and over.
ALL STATES EAST OF MISS.—Orders \$75.00 and over.

CONTAINS HUNDREDS OF ITEMS
THAT MAKE MONEY FOR YOU!

Wire and Redwood baskets; Redwood tubs;
Wire and fernwood totem poles;
Plant supports;
Wrought-iron brackets and fern stands;
Plastic and lead flower pin frogs;
Can cutters;
Green moss in bales and bags;
Black Magic; Plant ties and twine;
Plastic pots and trellis;
Copper, brass and plastic planters;
Wire plant markers and plastic plates;
Other nursery supplies.

CATALOG IS FREE—SEND TODAY

WIRE BASKET CO.

814 W. 58th St.
LOS ANGELES, CALIF.
Phone Pleasant 8-7496

AZALEAS: KINDS AND CULTURE by H. Harold Hume

A source of practical up-to-date information. Chapters include propagating, soils, planting, culture and care, feeding, pruning, azaleas as pot plants, greenhouse culture, insects and diseases. 63 black and white illus.; 9 in full color. 200 pages. (1948). \$6.00, postpaid.

AMERICAN NURSERYMAN

343 S. Dearborn St.

Chicago 4, Ill.



CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary
304 MITAU BUILDING SACRAMENTO 14, CALIF.

REDWOOD EMPIRE CHAPTER

Recently elected officers of the Redwood Empire chapter, California Association of Nurserymen, are Paul Clark, Clark's Nursery, Santa Rosa, president; Carl Unterman, West End Nursery, San Rafael, vice-president, and Hugh Wallace, Ihle-Birchlane Gardens, San Rafael, secretary-treasurer. The state director is Carl Schmidt, Carl Schmidt Nursery, San Rafael, and the chapter directors are Harold Prickett, Prickett's Nursery, Santa Rosa; Richard Lackey, Lackey's Nursery, Napa, and E. S. Bancroft, Valley of the Moon Nursery, Sonoma.

The October meeting of the chapter was held October 7 at Sonoma Joe's restaurant, Petaluma. After the minutes of the September meeting were read and approved, a letter from the Pacific Advertising staff was read. It included a list of newspapers and radio stations in the chapter area that are receiving the C. A. N. publicity releases. The letter sought names of newspapers in the area that were not listed and asked members to request those papers to use the releases. A total of 283 column inches of publicity material was published in the chapter area during the month of August.

Ruth Cullen, chapter delegate to the state convention at Santa Barbara, reported on the meeting and then introduced the guest speaker of the evening, Dan Bauerman, of the Press-Democrat newspaper, Santa Rosa. He stated that the nurserymen and the Press-Democrat are in partnership and that the newspaper's contribution is its inclusion of more than the normal 35 per cent of editorial material in the garden pages to meet the demand for this information. He noted that the newspaper must devote 65 per cent of its total space to advertising in order to survive.

Mr. Bauerman emphasized the fact that the migration to the suburbs has caused a great demand for nursery products. Industry, too, is moving to the suburban areas, and because the Marin-Sonoma area has ample room and water and a clear atmosphere, there should be a great population growth in the region. To further this growth, he stated, better

highways are needed as well as better building codes to prevent slum conditions from arising.

Hugh Wallace, Secy.

PENINSULA CHAPTER

The October meeting of the Peninsula chapter, California Association of Nurserymen, was a gala affair. C. A. N. president, Willis Stribling, Stribling's Nurseries, Merced, and C. A. N. vice-president, Jim Perry, Perry's Plants, Montebello, were guests of the chapter, which was the first to be visited by the state association officers in their good will tour of all 16 chapters. The meeting was

held October 3 at Villa Chartier, San Matco, where approximately 80 members and guests enjoyed the famous Villa chicken.

Outgoing president John Coulter was host for the evening. His first duty was to introduce Jim Perry, who officiated at the installation of the new chapter officers, outlining the duties of each officer as he was installed. The officers are president, Charles Burr, California Garden Supply Co., Palo Alto; vice-president, Walter Prehn, Floral Arts Nursery, San Francisco; secretary, Roy Dunton, C. M. Volkman & Co., San Francisco, and treasurer, Ruth Kirby, Ruehl-Wheeler Nursery, San Jose. New board members are Ken Hartman, Leonard Coates Nurseries, Inc., San Jose; George Haight, Western Nurseries, Inc., San Jose, and Ralph Davey, Flower Garden, Palo Alto.

Willis Stribling spoke on many facets of the state association's work, urging participation in the nursery-

Stribling's S-37 ROOTSTOCK Does It!

This Orchard FREE from Nematodes

Don't let your customers gamble with nematodes. Sell S-37 Rootstock and play safe! S-37 assures maximum protection for the orchardists you deal with by providing positive protection in all types of soil—sandy or heavy clay. Don't sell any peach, almond or nectarine variety until you check first with Stribling's about S-37.

Stribling's NURSERIES P O. Box 793 RAndolph 2-4106 Merced, California One of California's Leading Nurseries

ROSES — Field Grown

Patented and Nonpatented.
Finest in roses since 1935.
Write for new list and prices. Contracts and advance orders solicited.

PACIFIC NORTHWEST ROSE NURSERY
P. O. Box 261 GRESHAM, ORE.

RHODODENDRON AND EVERGREEN LINERS

In Season

J. B. WHALLEY

Rt. 2, Box 683 TROUTDALE, ORE.

men's institutes held during the winter and in association advertising and publicity. He stressed also the importance of the association's highway program, farm program and "Plant California" program, a state improvement idea now having the participation of 40 states.

Elmer Merz, executive secretary of the C. A. N., spoke on the obligation of the nurseryman as adviser to his customers.

Roy S. Dunton, Sec'y.

NEW GRADE-SIZE CODE

Key sections of the new California grades and standards legislation are included in a recent bulletin of the California Association of Nurserymen. Given as being the principal bases of the new code are the following provisions:

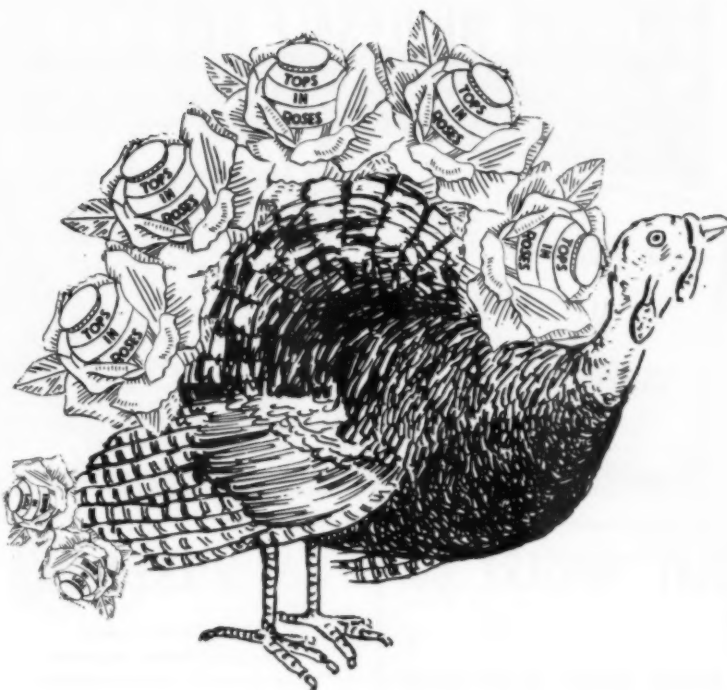
The director may provide for grade sizes of the different kinds of nursery stock and may provide that nursery stock be labeled with these grade sizes. Whenever nursery stock is sold, it shall be labeled plainly as to the correct name and, when required, as to grade size. Ornamentals, except roses, annuals and herbaceous perennials, are to be labeled with the botanical name. Roses, annuals, herbaceous perennials and non-ornamental stock are to be labeled with the "recognized common name and variety."

Sales Regulations

When sold, nursery stock must be living and not in a dying condition. It must not be seriously broken, frozen, damaged nor abnormally pot-bound. Deciduous fruit and nut trees must not be sold with roots that are in any way defective, with broken grafts or "other deformations and defects which would interfere with the normal and proper development of such trees . . ."

The new code makes it unlawful to disseminate false or misleading advertising concerning nursery stock in any manner. It also forbids selling or transporting to a purchaser any nursery stock that is not labeled in accordance with the provisions of the code, that is labeled in a false or misleading manner or has been advertised in such a manner or that is falsely represented as certified or registered stock.

According to the C. A. N. bulletin, other portions of the code apply to the handling and sale of nursery stock. The news-letter also states that grade sizes for the code will be set up in cooperation with and according to the wishes of the industry after hearings have been held by the director.



Troubles I may have

On Thanksgiving Day—

Plans are afoot

Soon with me to do away.

In spite of my future—

Not bright you may say—

Rose-y is my outlook

On this holiday,

Since I've ordered my roses

Everything is just **Tops**

So, let come what may.

Make yours **Tops in Roses** and you can talk turkey to your customers next spring.

You won't ruffle our feathers if you write for current variety list.



**WEEKS WHOLESALE
ROSE GROWER**

O. L. Weeks

926 W. Ely

Ontario, Calif.



PORTLAND WHOLESALE NURSERY CO.

5050 S. E. STARK ST.

Avery H. Steinmetz
Paul E. Van Allen

PORTLAND 15, OREGON

**FACILITIES FOR
ALL TYPES OF
SHIPPING ARRANGEMENTS**

Quality Stock

CONIFERS AND BROAD-LEAVED
EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
VINES AND BULBS
PORTLAND ROSES
NURSERY SUPPLIES

Write for our Catalog

MAY NURSERY CO.

Established 1909

CHOICE YAKIMA VALLEY GROWN NURSERY STOCK

Fruit Tree Seedlings

Fruit Trees

Roses

Shade and Ornamental Trees

Deciduous Shrubs

and

General Ornamental Stock

Our wholesale price list sent
upon your request.

Let us quote on your requirements.

MAY NURSERY CO.

P. O. Box 494 YAKIMA, WASH.

TREE PEONIES

It is time to place your order
for the coming season.

LAKE SAMMAMISH EVERGREEN NURSERY

6127 Highway 99, S. — Everett, Wash.



ROSES



Grown in the Puente
Valley are finest, bare-root,
two-year-old plants available.

Wholesale only, but featuring a complete list of Hybrid Teas, Climbers and Floribundas, including all the A.A.R.S. Award Winners.

Send for our new
1957-58 catalog

MONTEBELLO ROSE CO.

401 N. Sixth St.
MONTEBELLO, CALIF.

Phone: PArkview 1-1721

Rose hanger in color, available on request.

A. MCGILL & SON

FAIRVIEW, ORE.

Wholesale only

FRUIT TREE SEEDLINGS
FLOWERING ORNAMENTAL TREES
SHADE TREES

Constant Vigilance Results
in Quality Stock

Combination carloads to eastern
distributing points.

Write for our List.

Eastern Representative:

Frank C. Donovan
130 E. 233rd St.
Euclid 23, O.

Write for List Today

H & S Personality Roses
Bred for American Gardens
HOWARD & SMITH, INC.
Montebello, Calif.

SHADE TREE SYMPOSIUM

Nearly 100 men and women from northern California met October 3 at the Saratoga Horticultural Foundation, Saratoga, Calif., to discuss shade trees and, particularly, street trees. According to Maunsell Van Rensselaer, director of the foundation, the meeting was largely an extension of discussions on current shade tree problems started at a meeting of the California Society of Park Executives held at the foundation some time ago. It was the plan of the panel of five who led the discussions to bring out information on the kinds of trees that might be recommended for street plantings under various conditions; on the care of trees; on the effects of street and home landscape planting on the life span of trees, and on rules or laws that can be drawn up for the control of these and other plantings in more or less public areas and parks.

Panel Members

The panel was composed of Thomas Wilson, superintendent of parks, Richmond; Lloyd Laurie, superintendent of parks, Modesto; James Wilson, Peters & Wilson Nursery, Millbrae; Allan Reed, Palo Alto landscape architect, and Frank Miramontes, Pacific Gas & Electric Co. The moderator was Eugene Cox, superintendent of parks, Oakland.

The two park superintendents told of the conditions they had found in their communities when each took over about five years ago. While the growing conditions each had to meet and the kinds of trees each had found best for his area were different, both Mr. Wilson and Mr. Laurie were in agreement as to the need for better knowledge about trees for street purposes. They told of the testing work they were doing and expressed appreciation for the work being done at the foundation and for the cooperation given them by the foundation's staff. Both indicated, too, that they are making slow but satisfactory progress in educating the public to the need for the right kinds of trees and are gaining the cooperation of subdividers and planning commissions.

Allan Reed reported his experiences during several years on a city planning commission. He gave the following four suggestions for better results in tree planting in cities: Enactment of a law providing that subdividers either plant trees as directed by the park commission or deposit a cash fund with the city so that it may do so; preparation by

EVERGREENS? LOOKING FOR THESE ITEMS?

For other grades and varieties refer to our new descriptive catalog.

	Per 100	Per 1000
Abies concolor (White Fir) Symmetrical growth and beautiful bluish foliage. *1 to 3 ins., once transplanted	\$ 9.00	\$ 72.00
Azalea maxwellii (Maxwell Azalea) Flowers extremely large, carmine-red. *3 to 6 ins., once transplanted	17.00	136.00

Sherwood Red Azalea

The most brilliant blood red imaginable.

*6 to 9 ins., once transplanted .. \$22.00 \$176.00

Berberis darwini (Darwin Barberry) Foliage is deep green, orange-colored flowers. *9 to 12 ins., once transplanted	27.00	216.00
Chamaecyparis lawsoniana stewartii (Winter Golden Cypress) Stately in habit, with green and gold foliage. 18 to 24 ins., twice transplanted, B.R., near specimen	65.00	....
Cytisus purgans (Provence Broom) Hardy dwarf, compact globe, very fine. *12 to 18 ins., twice transplanted	22.00	176.00

DID YOU KNOW?

That all the brooms, gorses, alfalfas, laburnums, peanuts, wisterias, clovers and locoweeds belong to the Legume family of which there are about 8000 species.

Mahonia aquifolium (Oregon Grape) An ornate little evergreen shrub. *3 to 6 ins., once transplanted	14.00	112.00
Pachysandra terminalis (Japanese Spurge) Especially valuable as a ground cover. *1-yr. plants	9.00	72.00

SHERWOOD PAYS THE COST

The prices here quoted include expert packing and delivery of lining-out stock to you, all shipping charges prepaid to any point in the United States, Canada and Alaska. Lining-out stock is marked with an asterisk (*). The prices on B.R. and B&B stock are F.O.B. Gresham. No packing charge on any stock. 25 at 100 rate 250 at 1000 rate



SHERWOOD NURSERY CO.

COMPAGNS - PROPAGATORS AND GROWERS
WHOLESALE

Wholesale list available—trade only.
(It contains complete descriptions.)

CORBETT, ORE.

the city of a street planting plan for proposed subdivisions; the hiring of trained landscape men to work with the park departments and planning commissions, and cooperation by municipalities with property owners in the care of trees after plantings have been made. He gave illustrations of favorable results gained, when these suggestions had been put in practice and of partial failures when such measures had not been taken.

Asks Long-Range Planning

James Wilson made a plea for advance planning of street plantings by city governments. He pointed out that if communities could advise local wholesale nursery growers of their needs, two, three, or even four years in advance, the tree propagators could plan their production schedules more accurately and could furnish the trees at a better price.

Jan de Graaff's

OREGON BULB FARMS
P. O. Box 512
GRESHAM, OREGON

Lilies

Daffodils

-----FINEST QUALITY-----
AZALEAS—HOLLIES
RHODODENDRONS—ROSES

DESCANSO DISTRIBUTORS, INC.
Wholesale Growers
12492 Pipeline Ave. Chino, Calif.

Please mention the
AMERICAN NURSERYMAN
when writing advertisers

Steele's®

FOR 64 YEARS

THE MOST FAMOUS NAME FOR PANSY SEED

ORIGINATORS OF THE MASTODON® PANSY

Steele's®

PANSY GARDENS, INC.

P. O. Box 4555
2715 S.E. 39th Ave., Portland 2, Oregon

PACIFIC COAST NURSERY

Rt. 1, Box 114B, PORTLAND 9, ORE.

**Pioneering Seedling Growers on
the Pacific Coast Since 1914**

**Specializing in Fruit Tree Seedlings
also Shade and Flowering Trees**

French Apple Seedlings,
Str. and Br.
Domestic Apple Seedlings,
Str. and Br.
Bartlett Pear Seedlings,
Str. and Br.
Ussuriensis Pear Seedlings

Mahaleb Cherry Seedlings
Mazzard Cherry Seedlings
Myrobalan Plum Seedlings
American Plum Seedlings
Angers Rooted Quince
Cuttings

Combination carloads to eastern distributing points.

John Holmason & Sons
Props.

MILTON NURSERY CO.

Our 80th Year

MILTON - FREEWATER, ORE.

Flowering, Ornamental, Shade
Trees and Shrubs. Fruit Trees,
Fruit Tree Seedlings and Angers
Quince Rooted Cuttings.

Licensed Growers of:

Moraine Locust (Pat. No. 836)
Crimson King Maple (Pat. No. 735)

Send for Our Price List

Our combination carlots for eastern distributing points during shipping season save freight costs.

ROSES OLD and NEW

Fine-quality, two-year plants
budded on Multiflora in over
250 varieties.



MT. HOOD NURSERY
Rt. 2, Box 96
GRESHAM, ORE.

ORDER FROM RICH!

Flowering Crab Apples, many
varieties
Flowering Cherries
Flowering Plums
Norway Maples, branched, all
grades
Red Maples, branched
Silver Maples, branched
Pin Oaks
Dogwoods
Fruit Trees

And Many Other Items

Write for our wholesale list.

RICH & SONS NURSERY
HILLSBORO, ORE.

DOTY & DOERNER, Inc.

6691 S. W. CAPITOL HIGHWAY
PORTLAND 19, OREGON

WHOLESALE
GENERAL NURSERY STOCK

ROSES

Top-quality, field-grown patented and
standard roses.

Write for list and prices.

MAYWOOD ROSE NURSERY
Rt. 2, Box 880 ROSEBURG, ORE.

Mr. Miramontes said that the Pacific Gas & Electric Co. is interested in having individuals or cities plant trees where they will interfere least with underground or overhead utility lines and that the company would cooperate in any way it might to ensure such planting. His concern, he said, was primarily to provide better service at less cost. At the conclusion of the prepared talks, members of the audience participated in a question and answer period, interest in which carried the meeting well past the prearranged closing time. When the formal sessions were adjourned, those who could do so returned after luncheon to continue the discussions in an informal manner. Those who took the guided tours through the Saratoga Horticultural Foundation to see the new strains of trees being developed there are looking forward to even better street plantings in the near future. W. B. B.

BRITAIN HAILS U. S. ROSE

Montezuma, a new rose originated in the United States by Armstrong Nurseries, Ontario, Calif., has been awarded a gold medal by the National Rose Society of Great Britain. The rose was earlier awarded the gold medal as the outstanding new hybrid tea in the 1955 international rose trials at Geneva, Switzerland. The scarlet-orange Montezuma has been introduced in America as a member of the new grandiflora class, so designated because of its vigorous growth and extremely profuse flowering habit, with well-formed buds and long-lasting blooms.

OREGON NOTES

The retail committee of the Oregon Association of Nurserymen held a meeting September 26 at Eugene in conjunction with a regular meeting of the Emerald Empire chapter of the O. A. N. Chapter president Reed Vollstedt, Reed's Garden Center, Eugene, who is also chairman of the retail committee, was in charge of the meeting. "Con" Harmon, California Spray Chemical Corp., showed an Ortho products film "Solid Gold" on garden center merchandising. A round-table discussion of retail problems was then held. One of the chief subjects discussed was wholesale pricing of container-grown shrubs. It was pointed out that adjustments are necessary in the prices of plants that require two years' growth in containers before they are salable as compared

with plants that are ready for sale in one year. The next meeting of the retail committee will be held at Portland November 7.

A meeting of the O. A. N. board of directors was called by President Paul Van Allen for October 23 along with a meeting of the O. A. N. convention committee. The main purpose of the meeting was to discuss plans for the O. A. N. winter convention, which will be held January 30 and 31 at the Multnomah hotel, Portland.

Mr. and Mrs. Norman June, Shrubbery Plantings, have changed the name of their firm to Junay's Garden Center, and the new address is 9520 Southeast Stark street, Portland 16, Ore.

Patrick M. Dering, Peterson & Dering, Scappoose, Ore., has been named membership chairman of the Sunset chapter of the Oregon Association of Nurserymen. C. H. P.

PEACH VIRUS CONTROL

Peach yellow bud mosaic, a destructive virus disease of peaches and nectarines in California, has been controlled with a variety of treatments in preliminary experiments by scientists of California's department of agriculture.

H. Keith Wagon and Jack A. Traylor reported to the recent annual meeting of the American Phytopathological Society at Stanford University, Stanford, that they had successfully freed soil of the mosaic virus by steam treatment and by use of such chemical soil fumigants as Nemagon, carbon bisulphide, methyl bromide, D-D mixture and Vapam.

Peach seedlings were grown from seeds planted in untreated samples of soils gathered from orchards known to be infected with the virus. Examination showed that 25 of the 57 seedlings emerging from the untreated soil samples were infected with the disease. No peach yellow bud mosaic occurred in the seedlings growing from the variously treated soils.

It is likely that from this beginning practical treatments can be developed that will allow commercial peach and nectarine producers to reclaim soils now contaminated with the peach yellow bud mosaic virus. These tests also indicated that the virus did not exist in the upper four inches of soil from infected orchards.

CELEBRATING its 10th year in business recently with an anniversary sale was the Kitano Nursery, Compton, Calif.



*Extra Vigor...
like Armstrong Roses!*

You're bound to cross the profit line a winner when you feature Armstrong-grown roses. Armstrong California-grown roses transplant anywhere, take off like scared helicopters and keep right on growing. Rigorously graded and handled with extra care, they assure customer satisfaction. Better reserve your share of our 1957-58 crop now. Write today for our wholesale list.

ARMSTRONG NURSERIES

ONTARIO, CALIFORNIA

PROPAGATION OF PLANTS, by Kains and McQuesten. Nursery and greenhouse reference. 637 pages, \$6.00. American Nurseryman, Chicago 4, Ill.

ROSES

Top-quality, northern California, field-grown, patented and standard bush and tree roses. Write for list and prices.

ELMER ROSES

6708 N. San Gabriel Blvd.
SAN GABRIEL, CALIF.

MITSCH NURSERY

Wholesale Propagators of
Evergreen Liners
Write for latest price list.
AURORA, ORE.

CUTTING-GROWN RHODODENDRON LINERS

Hardy and semihardy varieties.
Quality only

VAN VEEN NURSERY

3127 S. E. 43rd Ave.
PORTLAND 6, ORE.

ORNAMENTAL WOODY PLANTS AND ROSES

Write for our lists.

W. B. CLARKE & CO.

P. O. Box 343 SAN JOSE, CALIF.

CLASSIFIED ADS

Rate: 40 cents per line, each insertion.

Minimum order, \$4.00.

Instructions for the December 1 issue must be received by Friday, November 15.

Forms for December 15 issue will close Friday, November 29.

AZALEAS

AZALEAS.
CASH AND CARRY ONLY. NO DELIVERY.
OVER \$0.000
SIZES RANGING FROM 4 ins. to 8 ft.
(Not all sizes in all varieties.)
Lath house and field-grown.
Quality, priced right.
(Prices available on request.)

INDICA
ELEGANS PRIDE OF MOBILE
FORMOSA SOUTHERN CHARM
OMURASAKI LAWSAL
GEO. L. TABER FIFTATA FORTUNEI
DUC DE ROHAN JUDGE SOLOMON

KURUME
SNOW PINK PEARL
HINODEGIRI SALMON BEAUTY
CHRISTMAS CHEER HINO-CRIMSON

PERICAT
SWEETHEART FORTUNE
SUPREME GARDENIA
MME. PERICAT SUPREME
TWENTY GRAND

KURUME, 4 to 6 ins., 40c; 6 to 8 ins., 80c;
8 to 10 ins., \$1.00; 10 to 12 ins., \$1.25.
DELAVER GARDENS AND NURSERY
Route 1 Bayside, Va.
5 miles east of Norfolk, Va.
Phone LOwell 3-7231. Nights Madison 5-8180.

WELL-BUDDED AZALEA HINODEGIRI
Our plants are field-grown in our heavy soil and have heavy root systems. They are compact plants and have excellent foliage.

Each	10 rate	100 rate
10 to 12 ins., B.&B.	2.25	\$1.75
12 to 15 ins., B.&B.	3.25	2.00
15 to 18 ins., B.&B.	4.50	3.00
18 to 21 ins., B.&B.	5.50	4.00
21 to 24 ins., B.&B.	8.00	5.00
24 to 28 ins., B.&B.	10.00	7.50
28 to 32 ins., B.&B.	12.50	10.00
32 to 36 ins., B.&B.	15.00	12.50
3 to 3 1/2 ft., B.&B.	15.00	15.00

Also sizes up to 5 ft. Special rate on larger quantities.

SPRINGFIELD NURSERY
Established 1923
492 Mountain Ave. Springfield, N. J.

HARDY AZALEAS

We have a stock over 200,000 hardy Azaleas, from 6-in. to 3 ft. Try our Northern, outdoor-grown Azaleas and see the difference in hardiness. More compact and heavier root systems. We can supply the following varieties:

Louise Gable, Rosebud, Rose Greeley, Carmen, Fedora, Louise, Othello, Salmon Beauty, Addy Wery, amoena, Coral Bella, Daybreak, Favorite, Hinodegiri, Hino-Crimson, Maxwell, Orange Beauty, Polaris, Snow, Beethoven, Johann Strauss, ledifolia alba.

Write for prices. All B.&B.
BAIER LUSTGARTEN NURSERIES
Middle Island, L. I., N. Y.

AZALEAS

Our plants are grown in the open field, single rows, sheared, compact plants.

100 rate	
6 to 8 ins., B.&B.	\$0.75
8 to 10 ins., B.&B.	.90
10 to 12 ins., B.&B.	1.15
12 to 15 ins., B.&B.	1.40
15 to 18 ins., B.&B.	1.90

Hinodegiri, in quantity; smaller lots of Snow, Coral Bella, sherwoodi, indica alba and Glendale in larger sizes. 18 to 24 ins., B.&B., \$2.50.

DANEGGER'S HI-WAY NURSERY, INC.
Box 336 Milford, Del.

AZALEA LINERS

Quality flat-grown transplants.
Delivery spring 1953.
Amoena, Benigiri, Coral Bella, Esmeralda, Heye, Hino-Crimson, Hinodegiri, Leontie, Palestrina, Snow, Sweetheart Supreme and many other varieties in smaller quantities.
\$12.50 per 100, \$100.00 per 1000.

AZALEA BLAAUW'S PINK
Our own introduction. Color beautiful shrimp-pink; an excellent forcing variety.
Flat-grown transplants.
\$25.00 per 100, \$200.00 per 1000.
J. BLAAUW & CO., LINCROFT, N. J.

AZALEAS FOR FORCING AND LANDSCAPE PLANTING
Write for list of varieties, sizes and prices.
LEVICK NURSERY CO.
R. D. 3 Bridgeton, N. J.

AZALEA LINERS

DELIVERY SPRING, 1953.
POT OR FLAT-GROWN.
AMOENA CORAL BELLS
GREETING HERBERT
HINO-CRIMSON HINODEGIRI
PALESTRINA POUKHANENSIS
MACRANTHA MME. PERICAT
ROSEBUD SNOW

WRITE FOR COMPLETE LIST.
\$14.00 per 100, \$125.00 per 1000.
DELAWARE VALLEY NURSERY
948 N. Broad St. Elizabeth 3, N. J.

HINO-CRIMSON
Thousands of beautiful Hino-Crimson and other evergreen Azaleas. Dense, bushy, well-budded, for landscape planting and forcing. Book your order now, to be sure of getting yours, as there never are enough to meet the demand.

THE TANKARD NURSERIES, Exmore, Va.

BARBERIES

RED-LEAVED BARBERRY
(Atropurpurea) 2-yr. seedlings.
Per 100 Per 1000
Lining-out \$ 4.50 \$ 40.00
9 to 12 ins., branched 9.00 80.00
12 to 18 ins., branched 12.00 110.00
18 to 24 ins., branched 16.00 140.00

RED-LEAVED BARBERRY
(Atropurpurea) 4-yr. transplants.
Per 100 Per 1000
Heavy stock \$24.00 \$200.00
9 to 12 ins. 28.00 240.00
12 to 18 ins. 32.00 280.00
18 to 24 ins. 36.00 320.00

GREEN BARBERRY
(Thunbergi) 4-yr. transplants.
Per 100 Per 1000
Heavy stock \$20.00 \$160.00
9 to 12 ins. 24.00 200.00
12 to 18 ins. 28.00 240.00
18 to 24 ins. 32.00 280.00

Our Red Barbary is one of the finest strains in the U. S. A.
DANEGGER'S HI-WAY NURSERY, INC.
Box 336 Milford, Del.

BERRY PLANTS

PIXWELL GOOSEBERRIES
25,000 2-yr. No. 1, mostly extra heavy.
5c to 7 1/2c per plant. If you take them all and dig them yourself. Will let go for 20,000.
Will furnish tractor and operator free of charge for digging.
SCHWAB FRUIT FARM & NURSERY
220 N. 5th St. Mankato, Minn.

BLUEBERRIES Per 10 Per 100
3-yr., 12 to 18 ins. \$6.00 \$50.00
4-yr., 18 to 24 ins. 7.50 65.00
Atlantic, Burlington, Jersey, Pemberton, Stanley, Weymouth.

WAYNESBORO NURSERIES
Waynesboro, Va.

RASPBERRY & STRAWBERRY PLANTS
For fall or next spring delivery.
Latest and best varieties, 50 in. all.
Write for free catalog and wholesale prices.

WALTER K. MORSE & SON
Bradford, Mass.

LATHAM RASPBERRY PLANTS.
Fall and spring delivery.
Write for prices.

CHAPMAN'S BERRY FARM
East Leroy, Mich.

CUMBERLAND RASPBERRIES
\$4.50 per 100, \$40.00 per 1000.
WAYNESBORO NURSERIES
Waynesboro, Va.

Quick — Convenient — Cheap!
Selling through the Classified Ads of the American Nurseryman.

BULBS AND TUBERS

DAFFODILS FOR NATURALIZING
Michigan-grown and inspected.
Double nosed and round.
Mixed, 1000, \$45.00; 100, \$6.00.
Cash, please.
VERONA GARDENS
Route 5 Battle Creek, Mich.

IMPORTED DUTCH FALL BULBS
Reasonable prices. Send for price list.
F.O.B. Atlantic ports or Highland, Ind.
J. LEGWATER & SONS
2809 Highway Ave. Highland, Ind.

HOLLAND-GROWN BULBS

DARWIN TULIPS, first size, 11 to 12 cm., 5c each, \$4.00 per 100 on one variety:
Jubilee (blue), Wm. Pitt (red), Pride of Haarlem (deep rose), Yellow Giant (yellow), Princess Elizabeth (rose), Wm. Copland (lavender), Queen of Night (blue-black), Bartigon (dark red), Clara Butt (pink).

PARROT TULIPS, 7 1/2c each, \$6.00 per 100:
Blue Parrot (blue), Orange Favorite (orange), Sunshine (bright yellow), Red Champion (red), Black Parrot (blue-black).

REMBRANDT TULIPS, 7 1/2c each, \$6.00 per 100:
Cordell Hull (variegated white and red).

TULIPA FOSTERIANA, 7 1/2c each, \$6.00 per 100:
Red Emperor (large scarlet).

COTTAGE TULIPS, 7 1/2c each, \$6.00 per 100:
G. W. Leak (crimson and orange), Carrara (white), Marjorie Bowen (yellow edged scarlet).

BREEDER TULIPS, 5c each:
Dillenburger (orange-scarlet).

TRIUMPH TULIPS, 5c each:
Kansas (white).

CROCUS, blooming size, 7 to 8 cm., 4c each, \$3.00 per 100:
King of the Blues, King of the Whites.

MUSCARI (Grape Hyacinth), 2c each.
SCHILLA (Camp, mixed), 2 1/2c each.

SNOWDROPS, 4c each:
GIANT YELLOW TRUMPET DAFFODILS, 6 1/2c each, \$6.00 per 100:
Golden Harvest, Music Hall, King Alfred, Solaris.

DUTCH IRISES, 8 to 9 cm., 5c each:
Golden Harvest, White Excelsior, Wedgwood.

HYACINTHS, bedding size, 15 to 16 cm., 16c each:
Pink Pearl (deep rose), La Victoire (carmine-red), L'Innocence (pure white), Bismarck (sky-blue), King of the Blues (deep blue), City of Haarlem (golden yellow).

DOMESTIC BULBS
MADONNA LILY, Jumbo size, blooms Decoration day, 25c each.
REGAL LILIES, 15c each.
BENTON COUNTY NURSERY CO.
Dept. 5 Rogers, Ark.

HOLLAND TULIPS, 11 to 12 cm., \$4.00 per 100, \$34.00 per 1000.
Pride of Haarlem, red Albino, white
Princess Elizabeth, Van der Eerden, red
pink
Rose Copland, Ilac-
rose

TULIPS, 12 cm. UP
\$4.75 per 100, \$40.00 per 1000.
Bartigon, red
Prunus, pink
Edith Eddy, red
Carrara, white
William Copland, yellow
lavender
Ing. Yellow, yellow
Rose Copland, pink
Ilac-rose

PARROT TULIPS, 12 cm. UP
\$5.10 per 100, \$46.00 per 1000.
Black Parrot, black
Fantasy, pink
Orange Favorite, blue
Pierson, red

DAFFODILS, HOLLAND-GROWN
250 at 1000 rate.
Per 100 Per 1000
King Alfred, D.N. 1 \$7.50 \$70.00
King Alfred, D.N. 111 6.50 60.00
King Alfred, D.N. 111 5.00 45.00

Write for prices on other varieties.
HYACINTHS
Per 100 Per 1000
14 to 15 \$ 7.00 \$ 65.00
15 to 16 7.50 70.00
16 to 17 8.50 80.00
17 to 18 10.50 100.00

Lady Derby, pink
King of Blue, blue
La Victoire, red
Grand Maitre, yellow
Jan Bos, red
lavender

All bulbs in stock ready to ship.
GILMORE PLANT & BULB CO.
Julian, N. C.

BOXUS

ENGLISH BOXWOOD, 7-YR.-OLD
8 to 10 ins., B.&B. \$1.00
10 to 12 ins., B.&B. 1.25
12 to 14 ins., B.&B. 1.50
14 to 16 ins., B.&B. 1.75
3-yr.-old, in gal. can50

Terms: Net, F.O.B. nursery.
JOHNSON BOXWOOD NURSERY
R. 1, Highway 320 Randleman, N. C.

BOXWOOD

Unique standardized specimens. Round, symmetrical heads, vertical trunks. Does well, tuba or beds. Tuba available. Giant American tree Box hedging, 12 to 16 ft. high. Other hedgings, 4 ft. high. Individual specimens of American Boxwood, various sizes and shapes. Rare Mahonia japonica. **HERONWOOD NURSERY** Roy Weeks, Manager Upperville, Va. Phone Upperville 113-W-11

CHESTNUTS

PLANT CHINESE CHESTNUTS NOW Fresh seed, 35c per lb. **MOUNTVILLE NURSERIES**, Mountville, Ga.

CHRYSANTHEMUMS

HARDY CHRYSANTHEMUMS We are growing a fine assortment of Cushion Mums (field-grown clumps on light sandy soil), suitable for mail order houses that wish to ship an entire clump. Your choice at \$90.00 per 1000.

WALTERS GARDENS

Route 2 Zeeland, Mich.

COTONEASTERS

COTONEASTERS

DIVARICATA
6-in. cans \$1.00
3 ft. heavy, B&B 3.00
HORIZONTALIS
6-in. cans 1.00
18 to 24 ins. B&B, heavy 2.00
24 to 30 ins. B&B, heavy 3.00
PRAECOX
6-in. cans 1.50
18 to 24 ins. B&B, heavy 2.50
24 to 30 ins. B&B, heavy 4.00
BAIER LUSTGARTEN NURSERIES
Middle Island, L. I., N. Y.

DOGWOODS

CORNUS FLORIDA

Grown from our own seeds. Over 100,000.
10 to 12 ins. \$50.00 per 1000
12 to 18 ins. 75.00 per 1000
18 to 24 ins. select heavy 100.00 per 1000
24 to 30 ins. select heavy 150.00 per 1000
3 to 4 ft., B&B \$1.50 each
4 to 5 ft., B&B 2.50 each
5 to 6 ft., B&B 3.50 each
6 to 7 ft., B&B, heavy 7.50 each
7 to 8 ft., B&B, heavy 10.00 each
8 to 10 ft., B&B, heavy 15.00 each
10 to 15 ft., B&B, very heavy \$20.00 to 25.00 each
BAIER LUSTGARTEN NURSERIES
Middle Island, L. I., N. Y.

Quality and quantity stock 10 100
Cornus florida rubra
pink-flowering, 3 to 4 ft. \$30.00 \$275.00
30 to 36 ins. 20.00 175.00
Cornus fl. plena, heavy, dbl. white-flowering
30 to 36 ins. 30.00 275.00
18 to 24 ins. 23.00 175.00
Cornus fl., white-flowering
2 to 3 ft., s. 10.00
18 to 24 ins. 8.00
Greenville Nurseries, Mrs. E. L. Robinson, Prop., Greenville, Ga.

WHITE FLOWERING DOGWOOD

5 to 6 ft., row-run, YOU DIG \$1.50 each
WE DIG, B&B00 each
HOLLY HILL FARM NURSERY
Ellisdale Road Allentown, N. J.
Phone Clearwater 9-5216.

CORNUS FLORIDA

1-yr., s., 10 ins. up \$4.00 \$35.00
1-yr., s. (understock) 5.00 45.00
PETER BROUWER'S NURSERIES
21 Lester St. New London, Conn.

EVERGREENS, Liners

EVERGREEN LINERS.

Each, 100 1000
JUNIPERUS HETZI
JUNIPERUS PFITZERIANA
2-yr., flats \$0.30 \$0.22
2-yr., 2 1/2-in. pots35 .28
4-yr., XX, 6 to 9 ins., beds50 .40
4-yr., XX, 9 to 12 ins., beds65 .55
TAXUS CUSPIDATA
2-yr., flats30 .22
2-yr., 2 1/2-in. pots35 .28
TAXUS HICKSI
2-yr., flats30 .22
ARBORVITAE, DARK GREEN
2-yr., 2 1/2-in. pots35 .28
4-yr., XX, 6 to 9 ins., beds50 .40
4-yr., XX, 12 to 15 ins., beds60 .50
ARBORVITAE, PYRAMIDAL
2-yr., flats30 .22
ARBORVITAE, WOODWARD GLOBE
2-yr., 2 1/2-in. pots35 .28
4-yr., XX, 6 to 9 ins., beds50 .40
4-yr., XX, 9 to 12 ins., beds60 .50
2 1/2 at 100 rate; 250 or more at 1000 rate.
Northern-grown and good quality. Order now for fall or spring delivery.
BROWN DEER NURSERIES
P. O. Box 1747 Milwaukee 1, Wis.

POTTED AND FIELD LINERS

Per 100 Per 1000
Taxus media Adams
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. \$18.00 \$170.00
2-yr., 2 1/2-in. r. pots, 8 to 12 ins. 24.00 220.00
3-yr., TT, 8 to 12 ins. 35.00 325.00
Taxus media andersoni
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 18.00 170.00
Taxus media brownii
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 20.00 180.00
2-yr., 2 1/2-in. r. pots, 6 to 10 ins. 25.00 230.00
3-yr., TT, 6 to 12 ins. 35.00 325.00
4-yr., TT, 8 to 12 ins. 60.00 450.00
Taxus cuspidata
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 18.00 170.00
2-yr., 2 1/2-in. r. pots, 6 to 12 ins. 24.00 220.00
3-yr., TT, 6 to 10 ins. 35.00 325.00
Taxus cuspidata, semi-up
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 20.00 180.00
2-yr., 2 1/2-in. r. pots, 6 to 12 ins. 25.00 230.00
3-yr., TT, 6 to 12 ins. 35.00 325.00
Taxus cuspidata, sdig.-grown
1-yr., 2 1/2-in. r. pots, 3 to 6 ins. 22.50 200.00
3-yr., 2 1/2-in. r. pots, 4 to 8 ins. 27.50 250.00
3-yr., 2 1/2-in. r. pots, 8 to 12 ins. 30.00 275.00
4-yr., TT, 8 to 12 ins. 50.00 450.00
Taxus media Hallaron
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 25.00 180.00
2-yr., TT, 6 to 12 ins. 35.00 325.00
Taxus media hatfieldi
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 18.00 170.00
Taxus media hatfieldi No. 15
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 20.00 180.00
2-yr., 2 1/2-in. r. pots, 6 to 12 ins. 25.00 230.00
3-yr., TT, 6 to 12 ins. 35.00 325.00
4-yr., TT, 8 to 12 ins. 50.00 450.00
Taxus media hatfieldi No. 24
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 20.00 170.00
Taxus media hicksii
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 18.00 170.00
2-yr., 2 1/2-in. r. pots, 6 to 12 ins. 24.00 220.00
3-yr., TT, 6 to 12 ins. 35.00 325.00
Taxus media intermedia
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 18.00 170.00
2-yr., 2 1/2-in. r. pots, 6 to 12 ins. 24.00 220.00
3-yr., TT, 6 to 12 ins. 35.00 325.00
4-yr., TT, 8 to 12 ins. 50.00 450.00
Taxus media keiskei
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 20.00 180.00
2-yr., 2 1/2-in. r. pots, 6 to 12 ins. 25.00 230.00
Taxus media Moon's columnaris
2-yr., 2 1/2-in. r. pots, 6 to 12 ins. 24.00 220.00
4-yr., TT, 8 to 12 ins. 50.00 450.00
Taxus media thayeri
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 18.00 170.00
2-yr., 2 1/2-in. r. pots, 6 to 12 ins. 24.00 220.00
3-yr., TT, 6 to 12 ins. 35.00 325.00
Taxus cuspidata, vermeulenii
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 20.00 180.00
2-yr., 2 1/2-in. r. pots, 6 to 12 ins. 25.00 230.00
4-yr., TT, 8 to 12 ins. 50.00 450.00
Taxus media waldii
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 22.50 200.00
2-yr., 2 1/2-in. r. pots, 6 to 10 ins. 27.50 250.00
3-yr., TT, 6 to 12 ins. 30.00 275.00
Taxus media wellenleiana
4-yr., TT, 8 to 12 ins. 50.00 450.00
Juniperus horizontalis plumosa (Andorra compacta)
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 20.00 180.00
2-yr., TT, 6 to 12 ins. 30.00 275.00
Juniperus communis depressa aurea
2-yr., TT, 6 to 12 ins. 30.00 275.00
Juniperus glauca hetzi
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 20.00 180.00
2-yr., 2 1/2-in. r. pots, 6 to 10 ins. 24.00 220.00
3-yr., TT, 8 to 12 ins. 30.00 275.00
Juniperus fastigiata (Irish)
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 20.00 180.00
2-yr., TT, 6 to 12 ins. 30.00 275.00
3-yr., TT, 12 to 15 ins. 50.00 450.00
Juniperus chin. pfitzeriana
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 22.50 200.00
2-yr., 2 1/2-in. r. pots, 6 to 10 ins. 26.00 240.00
3-yr., TT, 6 to 12 ins. 30.00 275.00
4-yr., TT, 8 to 12 ins. 40.00 350.00
Juniperus chin. pfitzeriana glauca (Blue)
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 27.50 250.00
2-yr., TT, 8 to 12 ins. 35.00 325.00
(Continued in next column)

(Continued from previous column)

Juniperus communis suecica (Swedish)
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 20.00 180.00
Thuja occ. douglasii aurea
2-yr., TT, 6 to 12 ins. 30.00 275.00
3-yr., TT, 12 to 15 ins. 37.50 350.00
Thuja occ. elegantissima
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 20.00 180.00
2-yr., TT, 6 to 12 ins. 30.00 275.00
3-yr., TT, 12 to 15 ins. 37.50 350.00
Thuja occ. silvangeriana (Tom Thumb)
2-yr., TT, 6 to 12 ins. 37.50 350.00
Thuja occ. globosa
2-yr., TT, 6 to 8 ins. 30.00 275.00
3-yr., TT, 8 to 12 ins. 37.50 350.00
Thuja occ. Hetz's Winter Green
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 20.00 180.00
Thuja occ. pyramidalis
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 18.00 170.00
3-yr., TT, 8 to 12 ins. 37.50 350.00
Thuja occ. wariana (Siberian)
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 18.00 170.00
2-yr., TT, 6 to 8 ins. 30.00 275.00
3-yr., TT, 6 to 12 ins. 37.50 350.00
Thuja occ. woodwardii
1-yr., 2 1/2-in. r. pots, 4 to 6 ins. 18.00 170.00
2-yr., TT, 6 to 8 ins. 30.00 275.00
3-yr., TT, 6 to 8 ins. 40.00 350.00
Ilex crenata convexa bullata
1-yr., 2 1/2-in. r. pots, 3 to 6 ins. 20.00 180.00
2-yr., 2 1/2-in. r. pots, 3 to 6 ins. 25.00 240.00
3-yr., TT, 6 to 8 ins. 30.00 275.00
Ilex crenata hetzi
1-yr., 2 1/2-in. r. pots, 4 to 8 ins. 20.00 180.00
2-yr., 2 1/2-in. r. pots, 4 to 8 ins. 22.00 200.00
2-yr., TT, 6 to 12 ins. 35.00 320.00
3-yr., TT, 8 to 12 ins. 45.00 400.00
Ilex crenata rotundifolia
1-yr., 2 1/2-in. r. pots, 4 to 8 ins. 18.00 170.00
2-yr., 2 1/2-in. r. pots, 4 to 8 ins. 22.00 200.00
2-yr., TT, 6 to 12 ins. 27.50 250.00
2-yr., TT, 8 to 12 ins. 30.00 275.00
3-yr., TT, 12 to 15 ins. 45.00 400.00
Ilex crenata Stokes Pat. 887
2-yr., 2 1/2-in. r. pots, 3 to 4 ins. 35.00 300.00
3-yr., 2 1/2-in. r. pots, 4 to 6 ins. 45.00 400.00
3-yr., TT, 6 to 8 ins. 65.00 600.00
Ilex crenata, dwarf
2-yr., TT, 6 to 8 ins. 45.00 400.00
3-yr., TT, 8 to 12 ins. 65.00 600.00
Ilex glabra
2-yr., 2 1/2-in. r. pots, 6 to 10 ins. 22.00 200.00
3-yr., TT, 8 to 12 ins. 40.00 350.00
TAXUS CAPITATA
2-yr. seedlings, 3 to 6 ins. 10.00 80.00
2-yr. seedlings, 5 to 10 ins. 16.00 120.00
240,000 Taxus capitata seedlings, special price on quantity lots.
Complete catalog on request.
HEASLEY'S NURSERIES
247 Freepoint Road Butler, Pa.

EVERGREEN LINERS

Each, 100 1000
ARMSTRONG PFITZER JUNIPER
2-in. pots, 2-yr., 5 to 7 ins. \$0.27 1/4 \$0.22 1/4
2-in. pots, 1-yr., 4 to 6 ins.23 1/4 .18 1/4
BURK JUNIPER
2 1/2-in. pots, 1-yr., 5 to 10 ins.25 .20
HETZ GLAUCA JUNIPER
2 1/2-in. pots, 1-yr., 5 to 6 ins.23 1/4 .19 1/4
BLUE PFITZER JUNIPER
2 1/2-in. pots, 1-yr., 6 to 7 ins.25 .20
Field-grown, 3-yr., 12 to 15 ins.50 .45
Field-grown, 2-yr., 10 to 12 ins.40 .35
Rooted cuttings15 .14
BERCKMANS' BIOTA A. N.
Field-grown, 3-yr., 6 to 8 ins.35 .30
PYRAMID ARBORVITAE
Field-grown, 3-yr., 12 to 15 ins.35 .30
DARK GREEN AMERICAN ARB.
2 1/2-in. pots, 1-yr., 7 to 9 ins.23 1/4 .18 1/4
WOODWARD GLOBE ARBORVITAE
Field-grown, 3-yr., 10 to 12 ins.35 .30
TERMS: Cash with order. Free packing.
Orders for spring held for one-fourth deposit.
300 plants of one variety at 1000 rate.
Not less than 50 of a variety.
VOGE NURSERY
New Lebanon, O.

BARE ROOTS

Each, 100 1000
Berckmans' Biota aurea nana
4 to 6 ins. 8c 7 1/2c
6 to 8 ins. 12c 11c
8 to 10 ins. 16c 15c
10 to 12 ins. tr. 22c 20c
Biota excelsa, 8 to 10 ins. 10c 9c
Ilex burfordii, 6 to 8 ins. 7c 6c
rotundifolia, rooted cuttings 8c 4c
Juniperus hetzi, 10 to 12 ins. tr. 19c 18c
Juniperus stricta, 6 to 8 ins. 11c 10c
10 to 12 ins. tr. 13c 12c
Crape Myrtle, watermelon-red, 6 to 8 ins. 8c 7c
THE BUSH RANCH
140 Woodland Drive Thomasville, Ga.
James W. Lawson, Mgr. Phone Canal 6-4248.

EVERGREENS, Liners—Continued

EVERGREEN LINERS AND CUTTINGS
FIELD-GROWN TRANSPLANTS
POT-GROWN STOCK (FROM 2 1/4-IN. POTS)
 Grown in open lath house or outside frames.
 Arborvitae, Junipers, Taxus,
 Boxwood, Viburnums, Euonymus.
HEAVY ROOTED CUTTINGS
 From flats, growing outside in lath house.
 Ready for delivery now.
 These extra hardy, outside-grown cuttings
 can be potted any time, spring, summer, fall.
 Arborvitae, Junipers, Taxus,
 Boxwood, Viburnums, Euonymus.

WRITE FOR PRICE LIST.

TERMS: Packing and boxing free, 3 per cent discount for cash with order.
 Our stock guaranteed 100 per cent satisfactory.

250 plants of each variety at 1000 rate.

MIAMI NURSERY CO.

Corner of State Rts. 25 and 71
 Phone 8815 Tipp City, O.

EVERGREEN LINERS

Heavy rooted cuttings, for immediate shipment.
 Per 100 Per 1000
 Taxus cuspidata (spreaders) \$10.00 \$80.00
 capitata (leaders) 15.00 130.00
 media andersoni 11.00 100.00
 media browni 11.00 100.00
 media hicksi 10.00 90.00
 media intermedia 11.00 100.00
 media Moon's columnaris 12.00 110.00
 media wardii 11.00 100.00
 media wymanii 11.00 100.00
 Special quotations lots of 10,000 or more.
TAXUS CUSPIDATA CAPITATA (upright)
 1-yr. seedlings \$ 6.00 \$ 50.00
 2-yr. seedlings 10.00 80.00
 3-yr. seedlings 15.00 130.00
J. BLAAUW & CO., LINCROFT, N. J.

QUALITY LINERS

100 1000
 Taxus cuspidata, 1-yr., T. \$17.00 \$150.00
 2-yr., T. 25.00 200.00
 3-yr., 6 to 8 ins. 30.00 250.00
 8 to 10 ins., heavy 35.00 300.00
 10 to 12 ins., heavy 40.00 350.00
 Taxus hicksi, 2-yr., T. 25.00 200.00
 3-yr., 8 to 10 ins. 35.00 300.00
 10 to 12 ins., heavy 40.00 350.00
 Taxus capitata, 1-yr., T. 20.00 175.00
 Andorra Juniper, 1-yr., T. 6 to 8 ins. 18.00 150.00
 Cash with order earns free packing.
LINCOLN NURSERIES
 Grand Rapids 4, Mich.

PINE, SPRUCE SEEDLINGS

AND LINERS 100 1000
 Scotch Pine, 3-yr., 8 to 14 ins. \$ 6.00 \$35.00
 Colo. Blue Spruce, 4-yr.,
 6 to 12 ins. 8.00 55.00
 Norway Spruce, 3-yr., 6 to 12 ins. 6.00 40.00
 Juniperus glauca hetzi, 2-yr.,
 6 to 12 ins. 25.00
 Spreading Jap. Yew, 3-yr.,
 4 to 8 ins. 30.00
 Write for complete list.

PAINT CREEK NURSERIES

R. D. 1 Shippensburg, Pa.
WELL ROOTED PLANTS Each
 4000 Pfitzer Juniper, 2 1/4-in. pots, 6 to 9 ins. 18c
 1500 Andorra Juniper, 2 1/4-in. pots, 6 to 9 ins. 16c
 2000 Spreading Yew, 2 1/4-in. pots, 6 to 9 ins. 18c
MANHART TREE SURGEONS
 2449 Highmoor Rd., Box 461
 Highland Park, Ill.

JUNIPER LINERS

Each 100 1000
 Glauca hetzi \$0.22 \$6.20
 Sabina22 .20
 Sabina Von Ehren, extra large .22 .20
 300 or more, alike or assorted, at 1000 rate.
WILLIS NURSERY CO., OTTAWA, KAN.

EVERGREENS

See our Classified ad in this issue under **LINING-OUT STOCK.**
T. G. OWEN & SON, INC.
 Columbus, Miss.

Small Ads Do Great Things in the American Nurseryman Classified Section.

EVERGREENS, B&B**JUNIPERS, B&B**

Each
 Pfitzer, 24 to 30 ins. \$3.50
 Andorra, 18 to 24 ins. 3.00
 This price in lots of 50.

MANHART TREE SURGEONS

2449 Highmoor Rd., Box 461
 Highland Park, Ill.
 Phone Idlewood 2-6681.

JUNIPERS, PFITZER AND HETZ

Field-grown and sheared
 12 to 15 ins., 50c; 16 to 18 ins., 75c; 18 to 24 ins., \$1.00. You dig them. Row-run, \$60.00 per 100.
A. J. BUTTERFIELD, FARMINGTON, MO.

JUNIPERUS GLAUCA HETZI

2-yr., bedded, 18 ins. tall,
 \$18.00 per 100, \$150.00 per 1000.
SINGER GARDENS
 Stamping Ground, Ky.

Evergreens, B&B: Arborvitae, Junipers and Pines, some large sizes. See our Shade Tree ad under Shrubs and Trees.
Nagle's Nursery, Decatur, Mich.

EVERGREENS, Miscellaneous

FALL 1957—SPRING 1958
2-YR. PLANT BAND LINERS, 2 1/4-IN.
 Per 25 Per 250
 Taxus cuspidata, 8 to 10 ins. \$0.37 \$6.35
 Taxus hicksi, 8 to 10 ins.37 .35
 Taxus capitata, 8 to 12 ins.42 .40
 Arbor., woodwardi, 6 to 8 ins.32 .30
 Sold in multiples of 25 per variety.
 250 of any one variety or assorted varieties at 250 rate. Free boxing.

B&B FINISHED STOCK

Each
 Taxus cuspidata (heavy), 15 to 18 ins. \$5.50
 Taxus cuspidata (heavy), 18 to 24 ins. 6.25
 Taxus densiformis, 12 to 15 ins. 4.50
 Arbor., gr. nigra, 24 to 30 ins. 2.50
 Arbor., gr. nigra, 30 to 36 ins. 3.00
 Euonymus yedoensis, br., 3 to 4 ft. .30
 B&B stock to pick up by truck.

DRAKE'S NURSERIES
 G-4342 Branch Rd. Flint 6, Mich.

BLACK PINE

1-yr. seedlings \$ 50.00 per 1000
 3-yr. seedlings 100.00 per 1000
 3-yr. transplants 250.00 per 1000
 4-yr. transplants 500.00 per 1000
 5-yr. transplants 1000.00 per 1000
 3 ft., B&B \$ 5.00 each
 4 ft., B&B 7.50 each
 5 ft., B&B 10.00 each
 We also have Scotch and Austrian Pine in larger sizes.

BAIER LUSTGARTEN NURSERIES
 Middle Island, L. I., N. Y.

EVERGREENS

See our display ad October 1.
 Large assortment varieties and sizes.
WAYNESBORO NURSERIES
 Waynesboro, Va.

FRUIT AND NUT TREES**MONTMORENCY CHERRY**

2 yrs. old, with 1-yr. top, 9/16-in.
 Healthy, very nice trees, 55c each.
 For quantity prices, write.

TREE ANGLE NURSERIES, LTD.
 Millgrove P. O., Ontario, Canada.

GARDEN ROOTS

CANADA RED RHUBARB
 (Chipman's strain.)
 MacDonald Red and Victoria.
 Good No. 1 divisions.
 Fall or spring delivery.
 Wholesale only. Write
CHAPMAN'S BERRY FARM
 East Leroy, Mich.

GRAPEVINES**CONCORD GRAPEVINES**

Strong 2-yr.-old, No. 1 vines.
 \$6.00 per 100.
 \$50.00 per 1000.

MORI'S NURSERY

R. 2 Niagara-on-the-Lake, Ontario, Canada

GROUND COVERS**HARDY MYRTLE**

(Vince minor, Periwinkle)
 Fresh dug, large, 18 to 25-cane clumps,
 \$50.00 per 1000.
 Hall's Honeysuckle (halliana japonica),
 \$45.00 per 1000.
 Pachysandra, large 1-yr. rooted cuttings,
 \$55.00 per 1000.
 Euonymus coloratus, 1 and 2-yr., \$57.00 per 1000.
 Fine Scottish Strain English Ivy, \$50.00 per 1000.

H. C. WAUGH Gallipolis, O.

Hardy Myrtle (Vince minor), plants with 20 leads or more and good roots, \$5.00 per 100, \$45.00 per 1000. Pachysandra, sand-rooted cuttings, \$40.00 per 1000. English Ivy, sand-rooted cuttings, \$40.00 per 1000. Cash.
 Samuel I. Minder, 305 Euclid Ave., Lancaster, Pa.

HARDY PLANTS

America's best source
 for Hardy Plants in
THE WAYSIDE GARDENS
 Mentor, Ohio
 Write for Trade List.

LIRIOPE (OPHIPOGONS)

The hardy Evergreen for walks and borders.
 Strong divisions, \$20.00 per 1000.
MOUNTVILLE NURSERIES, Mountville, Ga.

HARDY PLANTS

Heavy transplanted, field-grown. Among the many items you will find in our new list are
ARTEMISIA (SILVER MOUND), \$12.00 per 100.
DICENTRA EXIMIA (BLEEDING HEART), heavy clumps, freshly dug, \$15.00 per 100.
DELPHINIUM LYONDEL GIANT HYBRID, \$15.00 per 100.
IBERIS SEMPERVIRENS, \$12.00 per 100.
SEDUM SPECTABILE BRILLIANT, \$10.00 per 100.
TRITOMAS, EARLY HYBRIDS, RED AND ORANGE SHADES, \$10.00 per 100.
 Order direct from this ad or write for complete list.

WALTERS GARDENS

Route 2 Zeeland, Mich.

HARDY FIELD-GROWN PERENNIALS

Aquilegia, separate colors; Arabis, Anemones, Campanulas, Carnations, Chives, Delphinium Pacific Hybrids, 10 separate colors; Dianthus, Digitalis, Gaillardias, Geums, Iberis Sempervirens, English Lavender, Lisiris, Lythra, Russell Lupines, Myosotis Oriental Poppies, Pyrethrums (Daisies), Shasta Daisy Esther Reed, Sedums, 10 varieties; Sweet Williams, Tymes, Tritomas, Trollius, Violas and Violets.

If you have not received our list, send for it now. 100 more good varieties.
 All plants fresh dug for each order.

Shipping now
GEORGE FRANK & SON
 Fenfield, N. Y.

Japanese Iris (kaempferi), assorted colors; labeled; large blooming size divisions, \$20.00 per 100. Stokesia, plants, azure-blue; large size, \$10.00 per 100. Day Lilies, yellow, red, canary, bronze, red and white striped, \$20.00 per 100. Philippine Lily bulbs, blooming size, \$15.00 per 100. Ginger Lilies, large bulbs, \$25.00 per 100.

W. W. Wilson, R. 3, Box 154, Savannah, Ga.

Hardy northern field-grown perennials

Russell Lupine, 1000 2-yr. plants Per 100
 Russell Lupine, 1/4 acre, 1-yr. old \$12.00
 Shipped same day dug.
 Cash with order or C.O.D. express collect.
Schultz Perennial Gardens, Box 234, Mercer, Wis.

HARDY FERNS (DORMANT ROOTS)

\$10.00 per 100, \$75.00 per 1000.
 Ostrich, Clayton, Lady, Sensitive and Maidenhair. Descriptive circular on request.
STRAND NURSERY CO.
 Taylors Falls, Minn.

DICENTRA SPECTABILIS

3 to 5-eye divisions \$35.00 per 100
 8 eyes up \$15.00 per 100
FINNERTY'S NURSERY, Renascence, N. Y.

SPECIALISTS IN HARDY PERENNIALS

Ask for wholesale offer.
PEARCE SEED CO., Moorestown, N. J.
WELERS BETTER PERENNIALS
WELLER NURSERIES CO., Holland, Mich.
 Write for trade list.

HARDWOOD CUTTINGS**HARDWOOD CUTTINGS**

Unrooted, from our own blocks and plantings. Hand-trimmed, ready for bed planting. Guaranteed true to name.

Per 1000
 Andorra Juniper \$15.00
 Hetz Blue Juniper 15.00
 Burk Juniper 15.00
 Canaert Juniper 15.00
 Hillspire Juniper 15.00
 Keteleer Juniper 15.00
 Meyer Juniper 20.00
 Irish Juniper, fastigiata 15.00
 Pfitzer Juniper 15.00
 Savin Juniper 15.00
 Spiny Greek Juniper 15.00
 Dark green Arborvitae, nigra 15.00
 Pyramidal Arborvitae 15.00
 Swedish Juniper 15.00
 Siberian Arborvitae, wareana 15.00
 Unright Yew, Taxus capitata, tips 15.00
 Spreading Yew, Taxus cuspidata 15.00
 Delivery at any time, 500 at 1000 rate.
 Packed free. Cash with order, please.
BOB NEPRASH NURSERIES
 Trade "SHANGRI-LA" Mark
 Rt. 2 Cedar Rapids, Ia.

HELLEBORUS**HELLEBORUS NIGER**

(Christmas Rose)

3-yr. transplants, blooming size.
 Suitable to pot up for sales on roadside stands and garden centers.
 \$50.00 per 100, \$450.00 per 1000.
C. HOOGEENDOORN
 Turner Rd. Newport, R. I.

HEMEROCALLIS**HEMEROCALLIS (DAY LILIES)**

August Pioneer, Bagdad, Dawn, Ophir, Mikado, Rajah, Theron, \$1.50 per 10, \$12.50 per 100. Linda, Sweetbriar, Festival, Caballero, \$2.50 per 10, \$20.00 per 100. Send for list.
HURLEY NURSERY, PAINESVILLE, O.

HOLLY

ILEX

Strong, healthy 2 1/2-in. pot-grown, in sterilized soil. Well established. Satisfaction guaranteed.

	Per 100
Ilex cornuta burfordi	\$12.50
Ilex cornuta femina (3-in. pots)	20.00
Ilex crenata helleri	17.50
Ilex crenata rotundifolia	15.00
Ilex opaca East Palatka	20.00
Ilex opaca fosteri	20.00
Ilex vomitoria nana (dwarf Yaupon)	20.00

COTTAGE HILL NURSERY

4000 Japonica Lane Mobile, Ala.

ILEX CORNUTA BURFORDI

Quality trees (B&B), delivered as far as New York or Cleveland in lots of 1000 at these low prices: 18 to 24 ins., \$2.50; 24 to 30 ins., \$3.00; 30 to 36 ins., \$3.75. With berries 50c more. Also, ILEX CRENATA CONVEXA and ROTUNDIFOLIA (both heavy). SEE THEM YOURSELF. Will meet you at airport, Columbia, S. C. Phone 3429.

FRIERSON'S FLOWERS, Denmark, S. C.

DECIDUOUS HOLLY

Ilex verticillata, 3 to 4 ft.
RED BERRIES on 50 per cent of plants now.

TOU DIG, B&B \$1.00 each

WE HOLLY HILL FARM NURSERY
Ellisdale Road Allentown, N. J.
Phone CLeaver 9-5216.

ILEX OPACA

SUPERIOR NAMED VARIETIES
WHOLESALE SUPPLIERS
OF LINING-OUT STOCK.

Write for price list.

HOLLY HAVEN, INC.

Box 75 New Lisbon, N. J.

HONEYSUCKLES

HONEYSUCKLES

Lonicera japonica halliana, extra-heavy No. 1, 3 and 4-yr., 18 to 24-in. field plants, 1 1/4 to 6 leads, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone: Or 2-4612.

ROBINSON NURSERY CO., Greenville, Ga.

Lonicera japonica halliana (Hall's Honeysuckle), 6 to 12-in. liners, \$5.00 per 1000.
Greenville Nurseries, Mrs. R. L. Robinson, Prop., Greenville, Ga.

HALL'S HONEYSUCKLE

Good plants, well packed, \$20.00 per 1000.
MOUNTVILLE NURSERIES, Mountville, Ga.

IVIES

IVIES, ROOTED CUTTINGS

Ready now and later.

	Per 100	Per 1000
Hedera baltica, true stock	\$6.50	\$60.00
Hedera helix, true English	6.00	55.00
2 1/2-in. pots, either above	\$15.00	per 100.

Free packing. Cash with order.

BABCOCK GARDENS

Route 3 Jamestown, N. Y.

BALTIC IVY

Hardest Ivy. Fine for wall or ground cover. True stock. Well rooted plants. 8 to 12-in. vines.

	Per 100	Per 1000
2 1/2-in. pots	\$12.50	\$115.00
2 1/2-in. pots, 1-yr.	20.00	190.00

STAFFORD GARDENS

Russell Breece, Mtd. Rt. 9 Delaware, O.

BALTIC IVY, TRUE STOCK

2 1/2-in. pots, 1-yr.-old.

BAIER LUSTGARTEN NURSERIES

Middle Island, L. I., N. Y.

LAWN GRASS AND SEED

Certified Meyer (Z-52) and Emerald Zoysia. To be sure of highest quality Zoysia in these strains insist on certification by State Crop Improvement Association. Also Zoysia Matrella. Wholesale prices. Any quantity.
Merry Grass Nursery, Dept. C, Box 2176, Spring Hill Sta., Mobile, Ala. Phone Garden 6-1775.

LINING-OUT STOCK

LINING-OUT STOCK	100	1000
Juniperus chinensis Blue Vase (Pfitzer sport), 6 ins., 2 1/2-in. pots	\$22.50	\$200.00
Hardy wherever Pfitzer Juniper grows		
Juniperus chinensis Sylvestris, 2-yr., 12 to 15 ins., 2 1/2-in. pots	25.00	225.00
Juniperus chinensis fortunei, 2-yr., 12 to 15 ins., 2 1/2-in. pots	25.00	225.00
Thuja orientalis Blue Spire, 8 to 10 ins., 2 1/2-in. pots	20.00	175.00

(These are heavy pot-grown liners ready for outside planting.)

BRADSHAW'S NURSERY, League City, Tex.

FLORETUM LINERS, NONE BETTER
Seedlings and transpl. Write for trade list.
PRAIRIE SOUTHWEST FLORETUM
Fall River, Kan.

LINING-OUT STOCK

Per 100 Per 1000

Acer ginnala (Amur Maple), 1-yr. seedlings, 6 to 9 ins.	\$7.00	\$60.00
Acer palmatum atropurpureum, 1-yr. grafts, beds, 6 to 9 ins.	90.00	850.00
Acer palmatum atropurpureum, 3-yr., TT, fr., 12 to 15 ins.	150.00	1400.00
Acer platanoides, 1-yr. seedlings, 9 to 12 ins.	7.00	60.00
Acer platanoides, 2-yr., T, fr., 18 to 24 ins.	15.00	140.00
Acer saccharum, 3-yr., TT, fr., 3 to 4 ft.	35.00	300.00
Althaea, 1-yr. seedlings	5.50	45.00
Azalea hinodogiri, 2-yr., T, beds, 4 to 6 ins.	50.00	450.00
Azalea hinodogiri, 3-yr., T, beds, 6 to 8 ins.	65.00	600.00
Berberis thunbergii, 2-yr., T, fr., 9 to 12 ins.	8.50	75.00
Berberis thun. atropurpurea, 2-yr., T, fr., 9 to 12 ins.	9.50	85.00
Buxus Newport Blue, 3-yr., TT, fr., 4 to 6 ins.	40.00	350.00
Callicarpa japonica, 1-yr., seedlings, 9 to 12 ins.	6.00	50.00
Cercidiphyllum japonicum, 1-yr., seedlings, 12 to 15 ins.	7.00	60.00
Cornus florida, 1-yr. seedlings, grafting size	6.00	50.00
Cornus florida rubra, 2-yr., TT, fr., 18 to 24 ins., br. (each, \$2.00)	175.00	
Cornus kousa, 1-yr. seedlings, 6 to 9 ins.	8.00	75.00
Cydonia japonica, 2-yr., T, fr., 12 to 18 ins.	10.00	95.00
Euonymus radicans, 2-yr., T, fr.	35.00	300.00
Euonymus vegetus, 2-yr., T, fr.	35.00	300.00
Fagus sylvatica, 1-yr. seedlings, 6 to 8 ins.	9.50	85.00
Ginkgo biloba, 1-yr. seedlings, 4 to 6 ins.	7.50	70.00
Gleditsia triacanthos, 3-yr., TT, fr., 4 to 5 ft.	25.00	200.00
Hydrangea P.G. 2-yr., T, fr., 12 to 15 ins.	30.00	250.00
Ilex aquifolium, 2-yr., T, beds, 12 to 15 ins.	75.00	650.00
Juniperus hetzi, 2-yr., T, fr., 12 to 15 ins.	40.00	350.00
Koeleria paniculata, 1-yr. seedlings, 12 to 15 ins.	7.50	70.00
Liquidambar styraciflua, 3-yr., TT, fr., 18 to 24 ins.	35.00	300.00
Liriodendron tulipifera, 3-yr., TT, fr., 4 to 5 ft.	35.00	300.00
Pieris japonica, 1-yr., T, beds, 10.00	95.00	
Pieris japonica, 2-yr., T, beds, 30.00	250.00	
Pieris japonica, 3-yr., T, beds, 40.00	350.00	
Quercus palustris, 1-yr. seedlings, 6 to 9 ins.	7.50	70.00
Quercus palustris, 3-yr., TT, fr., 2 to 3 ft.	35.00	300.00
Rosa rugosa, 1-yr. seedlings	5.50	45.00
Sorbus aucuparia, 1-yr. seedlings, 9 to 12 ins.	7.00	60.00
Sorbus aucuparia, 2-yr., T, fr., 18 to 24 ins.	20.00	180.00
Taxus cuspidata nana (brevifolia), 3-yr., T, beds, 45.00	400.00	
Taxus cuspidata, upright; seedlings, 2-yr., T, beds, 15.00	120.00	
Taxus cuspidata, upright; seedlings, 3-yr., T, beds, 25.00	200.00	
Taxus hatfieldi, 3-yr., T, beds, 45.00	400.00	
Taxus microphylla, 3-yr., T, beds, 45.00	400.00	
Taxus thayeri, 3-yr., T, beds, 45.00	400.00	
Thuja nigra, 2-yr., T, fr., 9 to 12 ins.	40.00	350.00
Thuja woodwardi, 2-yr., TT, fr., 6 to 9 ins.	40.00	350.00
Thuja canadensis, 3-yr., T, beds, 25.00	200.00	
Viburnum carlesii, 3-yr., TT, fr., 18 to 24 ins., br. (each, \$1.50)	125.00	
Wistaria sinensis, 1-yr. seedlings	5.50	45.00
Zelkova serrata (aub. for American Elm), 2-yr., T, fr. 20.00	180.00	

(Not subject to Dutch Elm disease.)

BOULEVARD NURSERIES

Newport, R. I.

Phone VI 6-1263.

LINERS

Juniperus tamaricifolia	18c
Blue Pfitzer Juniper	18c
Green Pfitzer Juniper	18c
Juniperus hetzi glauca	18c
Chamaecyparis elwoodii	18c
Variegated Holly	40c

Ready now. Out of pots. Cash.

KRUSCHKE GREENHOUSES

Clackamas, Ore.

FINER LINERS

Our biggest and best stock of liners since 1921 is offered in our new fall and spring descriptive catalog. Finest quality at regular prices means more profits for you whom we strive to please. A free copy will be mailed upon request. Come see us if you can.

JOHN VERMEULEN & SON, INC.

Finer Liners, A-1F Neshaic Station, N. J.

LINING-OUT STOCK

Biota, Ilex, Juniper, Taxus, Thuja, Retinospora and Broad-leaved, rooted cuttings and transplants. List upon request.

MIST-O-GATION, INC., Middletown, Del.

Taxus, Ilex, broad-leaved Evergreens, etc., in variety. Write for our latest list of liners and finished stock.

Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

EVERGREENS

Andorra Juniper, 6 to 8 ins., bare-root	\$0.05
Blue Hets Juniper, 6 to 8 ins., bare-root	.06
Burk Juniper (upright), 6 to 10 ins., bare-root	.14
Pfitzer Juniper, 6 to 8 ins., bare-root	.08
*Savin Juniper, 5 to 7 ins., bare-root	.06
Von Ehrhorn Juniper, 6 to 10 ins., bare-root	.06
Moffet Blue Juniper (creeper), bare-root, 6 to 10 ins.	.10
Moffet Green Juniper (creeper), bare-root, 6 to 10 ins.	.10
Hill's Dk. Green Am. Arborvitae (pyramidal), 5 to 8 ins.	.12
Rosefield Juniper (upright chinensis), bare-root, Retail favorite	.20
Spreading Jap. Yew, 6 to 8-in. bands	.20
DECIDUOUS, Bare-root	
Blue Spiraea (Caryopteris), 8 to 12 ins.	.04
Blue-leaved Arctic Willow, 10 to 12 ins.	.06
Golden Ninebark (Physocarpus), 4 to 6 ins.	.04
Forsythia Arnold's Giant, 4 to 6 ins.	.08
Forsythia Lynwood Gold, 6 to 10 ins.	.05
Forsythia Spring Glory, 6 to 10 ins.	.04
*Forsythia nana compacta, 4 to 6 ins.	.05
*Forsythia Beatrix Ferrand, 6 to 8 ins.	.10
Hydrangea A. G., 5 to 8 ins.	.08
*Hypericum kalmianum, 5 to 8 ins.	.08
Honeysuckle, Cardinal, 5 to 8 ins.	.05
zabeli, 5 to 8 ins.	.05
Clayey's Dwarf, 4 to 6 ins.	.05
HONEYSUCKLE VINE HECKROTTI, 4 to 6 ins.	.05
Philadelphus Bouquet Blanc, 4 to 6 ins.	.05
Privet, Chinese, Wayside Gardens strain; 6 to 12 ins.	.04
Regals, 6 to 10 ins.	.04
Lodense, 4 to 6 ins.	.05
Snowball (Viburnum o. sterile), 4 to 6 ins.	.08
Spiraea froebelii, 4 to 5 ins.	.04
macrothyras, everblooming, pink, 4 to 6 ins.	.05
Weigela Eva, 4 to 6 ins.	.06
Weigela vanickei, 4 to 6 ins.	.06
BROADLEAFS	
Euonymus carrierei, 6 to 8 ins.	.04
patens Flagpole, small-leaved, 6 to 8 ins.	.04
patens Owen, small-leaved, 6 to 8 ins.	.04
patens large-leaved, 8 to 10 ins.	.04
patens Newport, medium-leaved, 6 to 8 ins.	.04
patens Rosehill, medium-leaved, 6 to 8 ins.	.04
Euonymus coloratus, 8 to 10 ins.	.03 1/2
radicans (upright Sarcocoe), 6 to 8 ins.	.07
Purple-leaved (Texas) Honeysuckle vine, 5 to 6 ins.	.05
Variegated-leaved Honeysuckle vine (Gold Net), 5 to 6 ins.	.06
*Pyracantha Islandi, 5 to 6 ins.	.05
*Pyracantha Kasan, 5 to 6 ins.	.08
*Pyracantha pauciflora, 4 to 6 ins.	.08
Starred varieties (*) not ready until November 15. Less than 300 total order, add 2c per plant.	

MEININCH GREENHOUSES

St. Joseph, Mo.

GOLDEN GOOSE LINERS

For immediate delivery or for reservation. All quotations are for beautiful lining-out stock from 2 1/2-in. pots, grown in open beds, under field conditions and ready for field planting.

	Per 100
Ilex cornuta burfordi, 8 to 10 ins.	\$12.00
Ilex cornuta burfordi, 4 to 6 ins.	10.00
Ilex cornuta femina, 5 to 10 ins.	12.00
Ilex opaca femina (American Holly), 8 to 10 ins.	25.00
Ilex opaca femina, 4 to 6 ins.	20.00
Ilex opaca howardii, 8 to 10 ins.	16.00
Ilex opaca East Palatka, 8 to 10 ins.	15.00
Ilex crenata rotundifolia, 4 to 10 ins.	12.00
Ilex crenata rotundifolia, 4 to 6 ins.	10.00
Ilex crenata bullata, 6 to 8 ins.	12.00
Ilex crenata microphylla, 8 to 10 ins.	12.00
Ilex aquifolium fem. (English Holly), 4 to 6 ins.	15.00
Euonymus radicans, 6 to 8 ins.	8.00
Berberis julianae, 6 to 8 ins.	15.00
Acuba japonica, 4 to 6 ins.	10.00
Buxus harlandi, 4 to 6 ins.	10.00
Cherry Laurel, 6 to 8 ins.	10.00
Ligustrum lucidum compactum (Griffing's Black Wax), 8 to 10 ins.	12.00

Our Hollies are grown from either cuttings or grafts, from well-berried specimens, insuring berries for you.

This stock guaranteed 100 per cent satisfactory or return for full refund.

TERMS: Packing without cost. 25 per cent with order, balance C.O.D. Minimum 50 of a kind, please.

EVERGREEN NURSERIES

Poplar Pike

Germantown, Tenn.

LINING-OUT STOCK—Continued

LINING-OUT LIST

Prices subject to change without notice. All potted liners on this list are priced for shipment in paper pots or cups. Those who prefer the ordinary method of packing, omitting this added protection, may deduct 1c per plant. The 1000 rate applies on all orders; therefore, please order in multiples of 25 or more.

	Each, per 1000
BIOTA AUREA NANA	2 1/4-in. pots \$0.18
2 1/2-in. pots ..... .18	
BIOTA AUREA PYRAMIDALIS	2 1/4-in. pots ..... .16
COMPACTA	2 1/2-in. pots ..... .18
BIOTA BAKERI	2 1/4-in. pots ..... .15
2 1/2-in. pots ..... .17	
BIOTA BONITA	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
BIOTA BONITA, UPRIGHT	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
BIOTA EXCELSA	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .20	
BIOTA SIBYLI	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .20	
CEDRUS DEODARA	8x10-in. seedlings ..... .12
10x12-in. seedlings ..... .15	
2 1/4-in. pots ..... .15	
2 1/2-in. pots ..... .17	
BLUE LAWN CYPRESS	2 1/4-in. pots ..... .20
2 1/2-in. pots ..... .20	
ITALIAN CYPRESS	2 1/4-in. pots ..... .18
JUNIPERUS CHIN. PFITZERIANA	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .17	
JUNIPERUS CHIN. PFITZERIANA	COMPACTA
2 1/4-in. pots ..... .17	
2 1/2-in. pots ..... .18	
JUNIPERUS CHIN. PFITZERIANA	NANA
2 1/4-in. pots ..... .20	
2 1/2-in. pots ..... .25	
JUNIPERUS CHIN. PFITZERIANA	BLUE GRAY
2 1/4-in. pots ..... .16	
2 1/2-in. pots ..... .25	
JUNIPERUS CHIN. ALBO-VARIEGATA	2 1/4-in. pots ..... .25
2 1/2-in. pots ..... .15	
JUNIPERUS CHIN. FORTUNEI	2 1/4-in. pots ..... .20
2 1/2-in. pots ..... .22 1/2	
JUNIPERUS CHIN. SARGENTI, BLUE	2 1/4-in. pots ..... .20
2 1/2-in. pots ..... .22 1/2	
JUNIPERUS CHIN. VIRIDIFOLIA	2 1/4-in. pots ..... .20
2 1/2-in. pots ..... .22 1/2	
JUNIPERUS HORIZONTALIS DOUGLASSI	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .20	
JUNIPERUS EXCELSA STRICTA	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .20	
JUNIPERUS GLAUCA HETZI	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
JUNIPERUS HORIZONTALIS PLUMOSA	(Andorra Juniper)
2 1/4-in. pots ..... .16	
2 1/2-in. pots ..... .18	
JUNIPERUS JAPONICA PROCUMBENS	2 1/4-in. pots ..... .20
2 1/2-in. pots ..... .16	
JUNIPERUS JAPONICA VIRGINALIS	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .20	
JUNIPERUS SABINA	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .20	
JUNIPERUS SABINA TAMARISCIFOLIA	2 1/4-in. pots ..... .20
2 1/2-in. pots ..... .22 1/2	
JUNIPERUS VIRGINIANA KETELEERI	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .20	
THUJA OCC. GLOBOSA	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
THUJA OCC. PYRAMIDALIS	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
TAXUS CUSPIDATA	2 1/4-in. pots ..... .17
2 1/2-in. pots ..... .18	
TAXUS MEDIA BREVIFOLIA	2 1/4-in. pots ..... .17
2 1/2-in. pots ..... .18	
TAXUS MEDIA HICKSI	2 1/4-in. pots ..... .17
2 1/2-in. pots ..... .18	
ABELIA GRANDIFLORA	2 1/4-in. pots ..... .14
2 1/2-in. pots ..... .16	
BERBERIS SARGENTI	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .25	
BERBERIS JULIANAE	2 1/4-in. pots ..... .27 1/2
2 1/2-in. pots ..... .12	
BUXUS JAPONICA	2 1/4-in. pots ..... .15
2 1/2-in. pots ..... .20	
BUXUS SEMPERVIRENS	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	

(Continued in next column)

(Continued from previous column)

BUXUS SEMPERVIRENS CRONI	(Cron Hardy Boxwood)
2 1/4-in. pots ..... .20	
2 1/2-in. pots ..... .22 1/2	
BUXUS SUFFRUTICOSA	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
CAMELLIA SASANQUA MAIDEN'S BLUSH	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
ELAEAGNUS FRUITLANDI	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .17	
EUONYMUS JAPONICUS AUREO-VARIEGATUS	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .20	
EUONYMUS JAPONICUS	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
EUONYMUS PATENS, large leaf	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .16	
EUONYMUS PATENS, small leaf	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .17	
EUONYMUS RADICAN ERECTUS	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .17	
GARDENIA FORTUNEI	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .17	
GARDENIA RADICANS	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
ILEX CORNUTA, seedlings	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
3-in. pots ..... .25	
ILEX CORNUTA BURFORDI	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .17	
3-in. pots ..... .25	
ILEX CORNUTA FEMINA	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .20	
ILEX CORNUTA, male	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .16	
ILEX CRENATA CONVEXA BULLATA	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .17	
3-in. pots ..... .25	
ILEX CRENATA HETZI	2 1/4-in. pots ..... .20
2 1/2-in. pots ..... .22 1/2	
ILEX CRENATA FOSTERI No. 1	A new low-growing compact
2 1/4-in. pots ..... .16	spreaders. Its small serrated foliage
2 1/2-in. pots ..... .17	leaves are not convex and are more
3-in. pots ..... .25	pointed than those of Ilex convexa
	bullata. Excellent material for
	plantings where low, compact,
	spreading specimens are required.
2 1/4-in. pots ..... .18	
2 1/2-in. pots ..... .25	
ILEX GLABRA	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
ILEX OPACA EAST PALATKA	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .20	
ILEX OPACA FEMINA	2 1/4-in. pots ..... .25
2 1/2-in. pots ..... .30	
ILEX OPACA, male	2 1/4-in. pots ..... .22 1/2
2 1/2-in. pots ..... .25	
ILEX VOMITORIA	2 1/4-in. pots ..... .20
2 1/2-in. pots ..... .22 1/2	
ILEX VOMITORIA, dwarf	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .16	
ILICUM ANISATUM	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .15	
JASMINUM FLORIDUM	2 1/4-in. pots ..... .12
2 1/2-in. pots ..... .16	
CHERRY LUREL	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .16	
LIGUSTRUM IONANDRUM	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
LIGUSTRUM JAPONICUM	2 1/4-in. pots ..... .15
2 1/2-in. pots ..... .16	
LIGUSTRUM LUCIDUM COMPACTUM	2 1/4-in. pots ..... .17
2 1/2-in. pots ..... .12	
LIGUSTRUM SINENSE PENDULA	(Weeping Amur River Privet)
2 1/4-in. pots ..... .16	
2 1/2-in. pots ..... .18	
MAGNOLIA GRANIFLORA	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
MAHONIA BEALEI	2 1/4-in. pots ..... .20
2 1/2-in. pots ..... .25	
3-in. pots ..... .25	
NANDINA DOMESTICA	3x4-in. seedlings ..... .05
2 1/4-in. pots ..... .10	
2 1/2-in. pots ..... .12	
3-in. pots ..... .20	
OSMANTHUS AQUIFOLIUM	2 1/4-in. pots ..... .20
2 1/2-in. pots ..... .16	
PHOTINIA GLABRA	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .20	
PHOTINIA SERRULATA	2 1/4-in. pots ..... .22 1/2
2 1/2-in. pots ..... .16	
PITTOSPORUM TOBIRA	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
3-in. pots ..... .22 1/2	
PODOCARPUS MACROPHYLLA	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
3-in. pots ..... .22 1/2	

(Continued in next column)

(Continued from previous column)

PYRACANTHA BELLI	2 1/4-in. pots ..... .20
TEUCRIUM CHAMAEDRYS	2 1/4-in. pots ..... .10
VIBURNUM TINUS	2 1/4-in. pots ..... .14
2 1/2-in. pots ..... .18	
ACER PALMATUM ATROPURPUREUM,	seedlings
2 1/4-in. pots ..... .20	
2 1/2-in. pots ..... .25	
BERBERIS THUN. ATROPURPUREA	2 1/4-in. pots ..... .16
2 1/2-in. pots ..... .18	
CORNUS FLORIDA	6x8-in. seedlings ..... .05
2 1/4-in. pots ..... .12	
2 1/2-in. pots ..... .16	
LONICERA FLAMING BEAUTY	2 1/4-in. pots ..... .18
2 1/2-in. pots ..... .10	
SPIRAEA ANTHONY WATERER	2 1/4-in. pots ..... .10
2 1/2-in. pots ..... .10	
SPECIAL NOTICE: ITEMS MARKED BY	
ASTERISK (*), DELIVERY LATE SPRING.	
ALL ITEMS NOT SO MARKED READY	
FOR IMMEDIATE SHIPMENT OR LATER	
TO SUIT CUSTOMERS REQUIREMENTS.	
T. G. OWEN & SON, INC.	
Columbus, Miss.	
LINING-OUT STOCK	
Following is a partial list of the many	
thousands of our high-quality liners. We	
have the finest liners that can be produced	
and invite your trial order.	
	Per 100
Eriobotrya japonica (Loquat)	6 to 8 ins. \$10.00
8 to 12 ins. 12.50	
Felicia sellowiana (Pineapple Guava)	6 to 12 ins. 15.00
Gardenia August Beauty	8 to 12 ins. 15.00
Gardenia fortunei	8 to 12 ins. 12.50
Gardenia Mystery	12 to 18 ins. 15.00
Ilex crenata rotundifolia	6 to 8 ins. 17.50
8 to 12 ins. 20.00	
Ilex glabra	6 to 8 ins. 10.00
8 to 12 ins. 12.50	
Ilex opaca fosteri	6 to 8 ins. 12.50
8 to 12 ins. 17.50	
Juniperus chinensis pfitzeriana	6 to 8 ins. 15.00
8 to 12 ins. 20.00	
Juniperus depressa plumosa (Andorra)	6 to 8 ins. 15.00
8 to 12 ins. 17.50	
Lonicera yunnanensis (low Honeyzuckle)	6 to 8 ins. 15.00
8 to 12 ins. 17.50	
Nandina domestica	6 to 8 ins. 15.00
8 to 12 ins. 17.50	
12 to 18 ins. 20.00	
Osmantus fragrans (Sweet Olive)	6 to 8 ins. 15.00
8 to 12 ins. 17.50	
Photinia glabra	8 to 12 ins. 15.00
12 to 18 ins. 17.50	
Pittosporum tobira	6 to 8 ins. 12.50
8 to 12 ins. 15.00	
Retinospora eripalis	12 to 18 ins. 15.00
Magnolia grandiflora	6 to 8 ins., transplanted 15.00
8 to 12 ins., transplanted 20.00	
Magnolia soulangeana	12 to 18 ins., 2-yr. 40.00
18 to 24 ins., 2-yr. 45.00	
Magnolia stellata, 2-yr., 12 ins. and up. 40.00	
We grow the finest container-grown stock	
in the South and have a much better selection	
of stock to select from. Write for our	
wholesale prices of all items.	
BLACKWELL NURSERIES	
Semmes, Ala.	
WHOLESALE ONLY	
LINING-OUT STOCK	
HEAVY LINERS FROM FIELD BEDS	
	Per 100
Taxus cuspidata, 4-yr., 12 to 15 ins. \$65.00	
Taxus cuspidata, 3-yr., 10 to 12 ins. 55.00	
Taxus capitata, 3-yr., 10 to 12 ins. 55.00	
Taxus hicksii, 3-yr., 10 to 12 ins. 50.00	
Taxus hicksii, 2-yr., 8 to 10 ins. 40.00	
Taxus ovata, 3-yr., 10 to 12 ins. 40.00	
Euonymus vegetus, 3-yr., branched 50.00	
Euonymus vegetus, 2-yr., branched 35.00	
Euonymus patens, 3-yr., 12 to 15 ins. 40.00	
Euonymus patens, 2-yr., 10 to 12 ins. 30.00	
Ribes alpinum, 3-yr., 12 to 15 ins. 30.00	
Ribes alpinum, 2-yr., 10 to 12 ins. 20.00	
Rhododendron kerrioides, 2-yr., 12 to 15	
ins. 20.00	
STROHL'S NURSERY	
5204 St. Joe Rd. Fort Wayne, Ind.	
ROOTED CUTTINGS	
Pfitzer Juniper, 6c each.	
Abelia, 4c each.	
The following 2 1/4-in. potted plants, 10c	
each: Pfitzer Juniper, Boxwood, large red-	
berried Pyracantha, Pyracantha islandi,	
watermelon-red Crape Myrtle, Burford Holly	
and Magnolias. Also Euonymus, 40c each.	
To be picked up by truck. Check with order.	
CARDEN'S NURSERY & CUT FLOWERS	
4201 North St. Fort Smith, Ark.	

LINING-OUT STOCK

Can be shipped fall or spring 1957-1958.		1000 rate.	
50 plants or more of a variety take the		1000 rate.	
50 plants or more of a variety take the		1000 rate.	
Lining-out stock for fall or spring deliv-		ery, 1957-1958.	
Buxus welleri, 2-yr. beds, 6 ins.	100	1000	
Buxus handsworthii, 2-yr. beds,	40	35	
4 ins.	40	35	
Thuja occ. nigra, 3-yr. beds,	40	35	
6 ins.	40	35	
Thuja occ. nigra, 2-yr. beds, 8 ins.	40	35	
Thuja occ. woodwardii, 2-yr. beds,	40	35	
8 ins.	40	35	
Thuja occ. pyramidalis, 2-yr.	40	35	
beds, 6 ins.	40	35	
Thuja occ. elegantissima, 2-yr.	40	35	
beds, 14 ins.	40	35	
Thuja occ. elegantissima, 2-yr.	40	35	
beds, 6 ins.	40	35	
Taxus brownii, 2 1/2-in. pots,	30	25	
1-yr.	30	25	
Taxus hicksii, 2-yr. beds, 10 ins.	30	25	
Taxus hicksii, 2 1/2-in. pots, 1-yr.	30	25	
6 ins.	30	25	
Taxus cuspidata, 2 1/2-in. pots,	30	25	
1-yr.	30	25	
Taxus cuspidata, 2 1/2-in. pots,	30	25	
1-yr.	30	25	
Taxus capitata, cutting-grown	30	25	
pots, 1-yr., 8 ins.	30	25	
Aralia pentaphylla, 1-yr.,	09	07	
12 ins. rooted cuttings	09	07	
Berberis menteniana, 1-yr.,	12	10	
10 ins. rooted cuttings	12	10	
Cotoneaster adpressa, 1-yr.,	14	12	
8 ins. rooted cuttings	14	12	
Caryopteris incana Blue Mist,	10	08	
1-yr., 10 ins. rooted cuttings	10	08	
Deutzia gracilis, 1-yr., 12 ins.	10	08	
rooted cuttings	10	08	
Deutzia lemoinei, 1-yr.,	10	08	
12 ins. rooted cuttings	10	08	
Deutzia gracilis rosea, 1-yr.,	12	10	
12 ins. rooted cuttings	12	10	
Cydonia japonica, 1-yr.,	12	10	
10 ins. rooted cuttings	12	10	
Clethra alnifolia, 1-yr.,	12	10	
6 ins. rooted cuttings	12	10	
Eucymnus vegetus, 1-yr.,	10	08	
10 ins. rooted cuttings	10	08	
Eucymnus coloratus, 1-yr.,	10	08	
10 ins. rooted cuttings	12	10	
Eucymnus erectus, 1-yr.,	12	10	
10 ins. rooted cuttings	12	10	
Hypericum Hildeotte, 1-yr.,	12	10	
10 ins. rooted cuttings	12	10	
Potentilla Katherine Dykes,	12	10	
1-yr., 8 ins. rooted cuttings	12	10	
Spiraea japonica coccinea,	12	10	
1-yr., 12 ins. rooted cuttings	12	10	
Viburnum lantanaphyllum,	18	14	
1-yr., 10 ins. rooted cuttings	18	14	
Viburnum lentago, 1-yr.,	14	12	
12 ins. rooted cuttings	14	12	
Viburnum dilatatum, 1-yr.,	14	12	
12 ins. rooted cuttings	14	12	
Viburnum dentatum, 1-yr.,	12	10	
10 ins. rooted cuttings	12	10	
Viburnum americanum, 1-yr.,	12	10	
10 ins. rooted cuttings	12	10	
Viburnum setigerum, 1-yr.,	12	10	
12 ins. rooted cuttings	12	10	

A FEW THOUSAND

CERCIDIPHYLLUM MAGNIFICUM

PENDULA

(Graceful Chinese Katsura.)

(Large fane Redbud.)

Size	50	100	500
15 to 18 ins.	\$15.00	\$28.00	...
12 to 15 ins.	14.00	22.00	...
10 to 12 ins.	11.00	17.00	\$70.00
8 to 10 ins.	8.00	14.00	50.00
6 to 8 ins.	7.00	12.00	40.00
30 Cercidiphyllum, well-branched, trans-			
planted twice, B&B, \$2.75 each.			
Rare Birch liners, a few hundred of each,			
\$10.00 per 50, \$15.00 per 100:			
A-Betula schmidtii, very shiny leaves; rap-			
id grower, wide spreader.			
B-Betula platyphylla japonica, very large			
shiny leaves, varied bark.			
C-Betula maximowicziana, shiny leaves,			
bark yellow, white, red.			
Viburnum lantana, wooly leaved Eng.			
Wayfaring Tree, heavy liners, \$10.00 per 100.			
Cash with order, please.			
GARDNER NURSERY			
R. T. Box 266A Yakima, Wash.			

LINING-OUT STOCK

Strong, healthy 2 1/2-in. pot-grown, in ster-		ilized soil. Well established. Satisfaction	
guaranteed.		Per 100	
Buxus harlandii	15.00		
Buxus japonica	15.00		
Callitameo lanceolatus (3-in. pots)	17.50		
Callitameo rigidus	15.00		
Cleyera japonica	15.00		
lex (see our ad under Holly this issue)	15.00		
Juniperus chin. pfitzeriana	20.00		
Juniperus chin. pfitzeriana	20.00		
Ligustrum lucidum comp.	15.00		
Magnolia fuscata (3-in. pots)	15.00		
Osmanthus delavayi	15.00		
Osmanthus fortunei	15.00		
Osmanthus fragrans	15.00		
Pittosporum tobira	15.00		
COTTAGE HILL NURSERY			
4000 Japonica Lane Mobile, Ala.			

LINING-OUT STOCK

Each, 100 1000		Each, 100 1000	
Acer palmatum atropurpureum	1.75	15.00	
(Red Japanese Maple), 12 to			
18 ins., strong 2-yr. grafts			
Cornus florida rubra (red-flow-			
ering Dogwood), 1-yr. strong			
grafts, 18 to 24 ins.	.75	.70	
Cotoneaster divaricata, 2-yr.			
transplants, branched, 12 to			
18 ins.	.30	.25	
Eucymnus alatus compactus,			
3-yr. transplants, 12 to 18			
ins., branched, mail order	.45	.40	
size			
Exochorda wilsoni (Pearlbush),			
2-yr. grafts, 18 to 24 ins.,			
from field rows	.75	.60	
Foraythia Lynwood Gold, 1-yr.			
transplants, softwood cut-			
tings, 18 to 24 ins., well-			
branched, mail order size	.18	.15	
Foraythia Spring Glory, 1-yr.			
transplants, softwood cut-			
tings, 18 to 24 ins., well-			
branched, mail order size	.18	.15	
Juniperus hetsi, 2-yr. trans-			
plants	.40	.35	
Pachistima canbyi, 2-yr. trans-			
plants	.50	.45	
Prunus tomentosa (Nanking			
Cherry) strong 1-yr. seed-	.10	.07 1/2	
lings			
Pseudotsuga taxifolia glauca			
(Blue Douglas Fir), 4-yr.	.40	.35	
transplants			
Taxus capitata, strong 2-yr.	.15	.12 1/2	
selected seedlings, 4 to 6 ins.			
Taxus capitata, 4-yr. trans-	.45	.40	
plants			
Taxus intermedia, 4-yr. TT,			
field rows (slow spreader)	.75	.60	
Taxus thayeri, 2-yr. transplants	.45	.40	
Viburnum carlesii, 2-yr. seed-	.15	.12 1/2	
lings, 4 to 6 ins.			
Viburnum carlesii, 2-yr. seed-	.20	.17 1/2	
lings, 6 to 8 ins.			
Viburnum carlesii, 2-yr. seed-	.30	.25	
lings, 8 to 12 ins.			
Viburnum carlesii, 3-yr. trans-	.75	.60	
plants, 15 to 18 ins.			
Viburnum dilatatum, 1-yr.	.10	.09	
seedlings			
Viburnum tomentosum (true),	.25	.20	
1-yr. transplants, softwood			
cuttings			
Viburnum wrightii, 2-yr. grafts,	.75	.60	
field rows, 10 to 18 ins.			

C. HOOGEENDOORN NURSERIES

Turner Rd. Newport, R. I.

GOOD LINING-OUT STOCK

From open beds and the field.

Pfitzer Juniper, 4 to 6 ins.	\$0.06	
6 to 10 ins.	.12	
10 to 14 ins.	.18	
Ilex rotundifolia, rooted cuttings	.03	
Ilex burfordii, rooted cuttings	.03	
Nandina seedlings	.01	
seed, per lb.	1.00	
Ligustrum lucidum, rooted cuttings	.02	
Eucymnus patens, rooted cuttings	.02	
4 to 8 ins.	.04	
Abelia grandiflora, 6 to 12 ins.	.04	
English Ivy (big-leaved), rooted	.02	
cuttings		
Ilex, Nandina and all others available now.		
Lining-out stock is our one specialty.		
E. F. DuBOSE NURSERY, Huntsville, Ala.		

FIELD-GROWN LINERS

All twice transplanted. Per 100

Juniperus pfitzeriana, 12 to 15 ins. XX	\$50.00	
to 12 ins. XX	40.00	
Golden, 8 to 12 ins. XX	40.00	
Thuja woodwardii, 9 to 12 ins. XX	40.00	
elegantissima, 8 to 10 ins. XX	40.00	
Ilex rotundifolia, 9 to 12 ins. XX	40.00	
convexa, 8 to 10 ins. XX	35.00	
TAXUS, 3 TIMES TRANSPLANTED		
Taxus cuspidata, 9 to 12 ins. XXX	50.00	
European White Birch (seedlings)		
2 to 3 ft.	16.00	
3 to 4 ft.	30.00	
4 to 5 ft.	45.00	
5 to 6 ft.	70.00	
Cash with order earns free packing.		
DAMASCUS NURSERIES		
Damascus, O.		

Surplus Stock

can be easily and quickly turned into Cash by listing it in the American Nurseryman Classified Ads

MAPLES

NORWAY MAPLE

Straight trunks. Fine heads. Very fibrous roots.

	10-49	50-250
8 to 8 ft.	\$ 3.00	\$2.50
10 to 10 ft., 1 to 1 1/4-in.	4.40	2.50
9 to 11 ft., 1 1/4 to 1 1/2-in.	6.00	3.00
10 to 12 ft., 1 1/4 to 1 1/2-in.	7.00	3.00
11 to 13 ft., 1 1/4 to 1 1/2-in.	11.00	9.00

PRINCETON NURSERIES

Princeton, N. J.

COLLECTED ACER

RUBRUM AND SACCHARINUM

from whips to 4-in. caliper.

CURTIS NURSERIES, INC.

Callicoon, N. Y.

PACHYSANDRAS

PACHYSANDRAS

	Per 100	Per 1000
1-yr. plants	\$ 4.50	\$40.00
2-yr. field-grown, heavy	7.00	60.00
2 1/2-in. pot-grown	10.50	95.00

HANSEN BROS. NURSERIES, INC.

1268 Montgomery Ave. Narberth, Pa.

PACHYSANDRA TERMINALIS

1-yr., field-grown, \$6.00 per 100.

Rooted cuttings, \$4.25 per 100.

HILLCREST GREENHOUSES

Box 468 Franklin, Pa.

Pachysandras, strong plants, grown in soil

frames with light shade. First-class stock.

\$45.00 per 1000; \$42.50 per 1000 for 5000 or

more, including good packing.

Peekskill Nursery, Shrub Oak, N. Y.

PACHYSANDRAS

Strong rooted cuttings, \$4.25 per 100, \$40.00

per 1000.

DUNWOODIE NURSERIES

6 Smart Ave. Yonkers, N. Y.

PACHYSANDRAS

Out of 2-in. pots, \$12.00 per 100, \$100.00

per 1000. F.O.U. Elizabeth, N. J.

DELAWARE VALLEY NURSERY

948 N. Broad St. Elizabeth, N. J.

PEONIES

PEONIES

Strong 3 to 5-eye divisions from young

plants. Delivering now. Packing free for cash

with order, otherwise at cost. 5 of a variety

at 10 rate; 25 of a variety at the 100 rate.

10 100

Duchesse d'Orleans, soft pink... \$3.00 \$25.00

Duke of Wellington, pure white... 3.50 30.00

Edulis Superba, deep pink... 3.00 25.00

Felix Crouse, ruby-red... 4.00 35.00

Festiva Maxima, white... 5.00 40.00

Karl Rosefeld, dark crimson... 4.50 40.00

Lillian Wild, flesh to white... 4.00 35.00

Marie Jacquen, semi-double white... 5.00 40.00

Mme. de Verneville, white... 4.00 30.00

Mons. Jules Elie, pink... 4.00 35.00

Officialis Rubra, early red... 7.00 60.00

Ozark Beauty, late deep pink... 4.00 30.00

Queen Emma, silvery pink... 4.00 30.00

Venus, hydrangea-pink... 4.00 35.00

Mixed Peonies, grown mixed... 2.50 20.00

Pink Peonies, not named... 3.00 25.00

White Peonies, not named... 3.00 25.00

Red Peonies, not named... 3.00 25.00

We grow many additional varieties of

Peonies. Send us a list of your additional

requirements for quotation. Iris and Day

Lily list on request.

SARCOTHE NURSERIES PEONY FIELDS

Wild Bros. Nursery Co.

Phone 43 Sarcotie, Mo.

3-YR. FIELD-GROWN PEONIES

Whole clumps, not divided; 6 eyes and up,

\$75.00 per 100, \$700.00 per 1000; divisions,

3 to 6 eyes, \$40.00 per 100, \$360.00 per 1000,

following varieties:

Adolph Rousseau, Albert Crouse, Baroness

Schroeder, Duch. de Nemours, Edulis Su-

perba, Felix Crouse, Festiva Maxima, Gen.

McMahon, Karl Rosefeld, Lady Alex. Duff,

Marie Lemoine, Mons. Jules Elie, Reine Hor-

tense, Sarah Bernhardt.

VERKADE'S NURSERIES, Wayne, N. J.

PEONY SURPLUS, OVER 200 KINDS

Large, generous 3 to 6-eye divisions,

\$4.00 per 10, \$35.00 per 100.

500 COURONNE D'OR

500 EDULIS SUPERBA

500 GENERAL BERTRAND

PHLOXES—Continued

PHLOX SUBULATA (CREEPING PHLOX)
Clean, healthy, large undivided clumps.
White, pink, lilac, pink with red eye, wine-red, \$12.00 per 100.
All large landscaping-size field clumps.
Shipped fresh dug.
Cash with order or C.O.D. express collect.
SCHULTZ PERENNIAL GARDENS
Box 234 Mercer, Wis.

PHLOX SUBULATA
CREEPING PHLOX, also known as **MOSS PHLOX** or **THRIFT**.
300,000 field-grown clumps available in 20 varieties, priced at \$12.00 per 100, \$100.00 per 1000. Ask for our new listing.
WALTERS GARDENS
Route 2 Zeeland, Mich.

PIERIS

PIERIS JAPONICA
Choice liners.
3-yr. TTT, 8 to 12 ins. 40c
2-yr. TT, 6 to 8 ins. 30c
2-yr. TT, 4 to 6 ins. 20c
All plants are well branched.
THEODORE ECKHART
16 Topps Blvd. Newport, R. I.
PIERIS JAPONICA (ANDROMEDA)
Per 100 Per 1000
4-yr. TT, 8 to 12 ins. \$40.00 \$350.00
4-yr. TT, 6 to 8 ins. 30.00 250.00
PETER BROUWER'S NURSERIES
24 Lester St. New London, Conn.
PIERIS JAPONICA (ANDROMEDA)
Per 100 Per 1000
1-yr. T, 2 to 3 ins. \$8.00 \$75.00
PLANE VIEW NURSERY
West Main Rd. Newport, R. I.

PRIVET

1-YR. AMUR RIVER PRIVET
Per 1000
9 to 18 ins., 2 or more canes \$35.00
9 to 18 ins., 1 cane 25.00
Row-run, no peewees, mostly branched. 30.00
Packing at cost. If check accompanies order, packed free.
PAUL'S NURSERY, R. 3, SHELBY, O.
Amur River North Privet, heavily branched.
Per 100 Per 1000
18 to 24 ins. \$5.00 \$25.00
2 to 3 ft. 4.00 30.00
3 to 4 ft. 5.00 40.00
Greenville Nurseries, Mrs. R. L. Robinson, Prop., Greenville, Ga.

PYRACANTHAS

PYRACANTHA LALANDI
6-in. cans, 18 ins. \$1.00
9-in. pots, 2 to 3 ft. \$2.00 to 3.00
5-gal. cans 5.00
BAIER LUSTGARTEN NURSERIES
Middle Island, L. I., N. Y.
Watch Your Results From
American Nurseryman Classified Ads.

RHODODENDRONS

RHODODENDRONS
Lining-out stock for spring, 1958, delivery.
Hybrids, hardy varieties, 2-yr. grafts.
Reestablished plants, with ball.
America, red
Caractacus, purplish crimson
Catawbiense Boursault, purple
Catawbiense album, white
Catawbiense grandiflorum, lilac
Dr. H. C. Dresselhuys, crimson
Edward S. Rand, red
English roseum, rose
Everestianum, rosy lilac
F. D. Godman, magenta-red
Ignatius Sargent, rosy crimson
Lee's Dark Purple, deep purple
Nova Zembla, red
Roseum elegans, rose tinted-lilac
Vanderbroeke, crimson
Vanweerden Poelman crimson
Order now and make sure of the varieties wanted.
\$130.00 per 100, \$600.00 per 500,
\$1100.00 per 1000.
J. BLAAUW & CO., LINCROFT, N. J.

HYBRID RHODODENDRONS
Well-budded, field-grown plants in open sun.
Varieties, America, red; roseum elegans, rose-pink.

Each 10 rate 100 rate
15 to 18 ins., B.&B. \$ 5.00 \$4.50
18 to 24 ins., B.&B. 7.00 6.50
2 to 2 1/2 ft., B.&B. 8.50 8.00
2 1/2 to 3 ft., B.&B. 11.00
SPRINGFIELD NURSERY
Established 1923
492 Mountain Ave. Springfield, N. J.

RHODODENDRONS
HYBRID RHODODENDRONS
Landscape sizes.
Different colors.
PARMENTIER'S ROSES
Grady St. Bayport, L. I., N. Y.
Phone Bayport 8-0811

100,000 hybrid Rhododendrons. We grow 95 per cent red, 250 varieties, own roots; rooted cuttings from sand, \$65.00 per 100, \$550.00 per 1000.

2-yr. liners, heavy, B.&B. No rerooting, to plant in open field; no shade, no protection. 6 to 12 ins. up to 12 branches; bed-run, red, white, \$275.00 per 100; pink, lavender, \$195.00 per 100.

Landscape size, send for price list. No shipping.
Kordus Nursery, Deer Park Ave., R. 4, Box 152, Huntington, N. Y.

RHODODENDRON MAXIMUM
Nursery-grown and collected, 2 to 7 ft. high. Well-shaped, symmetrical plants.
CURTIS NURSERIES, INC.
Callicoon, N. Y.

GRAFTED, NORTHERN-GROWN, HARDY, HYBRID RHODODENDRONS
LITTLE TREE NURSERIES
Eric Streiff, Prop. Rowley, Mass.
Phone Whitney 8-2541.

ROSEBUSHES

MULTIFLORA ROSE
Top quality plants for living fences and conservation plantings.
Root-crown caliper Approximate height Per 1000
2 to 3 mm. 8 to 15 ins. \$12.50
3 to 5 mm. 12 to 18 ins. 19.50
3 to 8 mm. 12 to 24 ins. 22.50
5 to 12 mm. 18 to 36 ins. 38.50
UNDERSTOCK, Straight shanked seedlings grown especially for understock. Nematode free. Expertly graded to suit the most particular.
4 to 6 mm. \$27.50 per 1000
2 to 4 mm. 17.50 per 1000
The above prices are F.O.B. Griggsville, Ill. nursery. All tops cut back to 10 ins. at shipping unless otherwise requested. Our storage facilities are the best. ORDER NOW for delivery this fall, winter or spring. 10 per cent discount in lots of 10,000 or over; special quotations on larger quantities. For less than 1000 add 30 per cent. Packing at cost.
FARM LANDSCAPE CO.
Route 3 Urbana, Ill.

ARP ROSES
The kind your customers want.
Gardeners who know and love Roses, choose superior ARP ROSES for full root and uniformity. ARP care-grown and ARP machine-packed. Profit-wise nurserymen, garden centers and direct-to-garden mail order firms depend on ARP ROSES. Beautifully packaged. Bare-root for landscape, storage or containers. All-America Rose Selections. 130 great varieties. Catalog and price list. Serving nurseries 36 years.
ARP NURSERY CO., WHOLESALE GROWER
Box 3338-A Tyler, Tex.

ROSEBUSHES
2-YR. PLANTS.
Grown, graded and packed to perfection. 246 varieties and 12 different types to choose from.

WRITE TODAY FOR PRICES AND YOUR REQUIREMENTS NOW!

ROSEMONT NURSERIES
D. L. Thompson, Owner
Dept. AN Tyler, Tex.

ROSEBUSHES
A WIDE ASSORTMENT OF REASONABLY PRICED HIGH-QUALITY ROSEBUSHES WITH FAST, COURTEOUS SERVICE
IS WHAT YOU GET AT
MARTIN'S ROSE NURSERY
P. O. Box 155 Arp, Tex.
Phone UL-92191
(A copy of our 1957-58 price list will be mailed to you upon request.)

THE SEASON'S BEST DEAL
See for yourself
BY
sending for our 1957-58 trade list.
WE STILL OFFER YOU A CHOICE OF BARE-ROOT AND PREPACKAGED, PATENT AND STANDARD ROSES.
NEW LONDON ROSES
"The ROSE Nursery"
P. O. Box 876 Overton, Tex.

Rosa multiflora japonica, thornless; the best stock for budding purposes. Will not injure playing children.
30,000 10-in. cuttings, handmade, \$3.00 per 100, \$10.00 per 1000; 2-yr., 12 to 24 ins., grown from cuttings not from seeds. Well-rooted, well-branched, \$7.00 per 100, \$60.00 per 1000.
Finger Lake Nurseries, Geneva, N. Y.

FIELD-GROWN ROSEBUSHES
FINEST QUALITY.
Hybrid Teas, Floribundas, Polyanthas and Climbers.
Price and variety list on request.
WELLS BROS. NURSERY
Box 625 Lindale, Tex.

Rosebushes, good assortment of high quality, grown, graded, packed by latest methods. Write for list. Tate Nursery, R. 3, Tyler, Tex.

OUR OWN FIELD-GROWN ROSEBUSHES

For fall or early winter.
Standard varieties, No. 1, 50c; No. 1 1/2, 40c. Patented varieties available at fixed prices. Budded on seedlings with a fine root system, ideal for potting or home planting.
DANEGGER'S HI-WAY NURSERY, INC.
Box 336 Milford, Del.

ROSES
Hybrid Teas, climbers, polyanthas and floribundas. Excellent quality, priced reasonable. List of varieties free on request.
LINDALE NURSERY
Box 141 Lindale, Tex.
Phone 18F2-W.

SEEDS

MULTIFLORA ROSE SEED
Carefully cleaned seed from thorny, hardy, midwestern living fences.
1957 crop, fall delivery.
1 to 10 lbs. \$3.50 per lb.
10 to 25 lbs. 3.25 per lb.
25 lbs. up 3.00 per lb.
F.O.B. Urbana.
WANDELL'S, R. 3, URBANA, ILL.

COLORADO ROSE SEED
EVERGREEN SEED
Buy from the collector. Best prices for hardy high altitude.
Douglas Fir, Blue Spruce, Concolor Fir. Write for catalog.
WESTERN EVERGREENS
Route 1 Golden, Colo.

LIMITED QUANTITY
Blue Spanish Scotch Pine seed.
Excellent for Christmas trees.
\$8.00 per lb. with order.
F. D. HALL NURSERY
R. D. 4 Butler, Pa.

Juniperus virginiana (Red Cedar, Platt type), lb., \$4.50. Biota orientalis (Chinese Arborvitae) (Kansas), lb., \$2.50. Rosa multiflora, thorny (Kansas and Neb.), lb., \$2.75. Forestry Seed Service, Cuba, Kan.

SHRUBS AND TREES

BOOKINGS FOR FALL 1957 OR SPRING '58
Our potted liners are all in deep rose pots and will be shipped in Dixie cups or plastic bags.

Each 100 1000
500 Berberis mentorensis, 2 1/4-in. pots \$0.18 \$0.15
3000 Euonymus patens, SL, 2 1/4-in.15 .12
1500 Euon. sieboldi, 2 1/4-in. pots.15 .12
2000 Ilex opaca East Palatka, 2 1/4-in. pots18 .15
2000 Juniper. Andorra, 2 1/4-in.18 .15
8000 Juniperus pfitzeriana, 2 1/4-in.18 .15
1000 Juniperus hetzi, 2 1/4-in. pots.18 .15
6000 Juniper. Von Ehron, 2 1/4-in.18 .15
2000 Juniperus excelsa stricta, 2 1/4-in. pots18 .15
1000 Nandina, 2 1/4-in. pots15 .12
The following rooted cuttings available spring 1958 only. These will be shipped in airtight plastic bags.

Each Each Each
100 1000 10,000
Buxus sempervirens \$0.10 \$0.05 \$0.01
Berberis mentorensis10 .08 .07
Euonymus patens, SL10 .08 .07
Euony. radicans sarcocoe.10 .08 .07
Euonymus sieboldi10 .08 .07
Green Santolina virens10 .08 .07
Ilex opaca East Palatka10 .08 .07
Ilex rotundifolia10 .08 .07
Ilex convexa bullata10 .08 .07
Juniperus pfitzeriana10 .08 .07
Juniper. Blue Pfitzer10 .08 .07
Juniperus hetzi10 .08 .07
Juniper. Von Ehron10 .08 .07
Juniperus excelsa stricta10 .08 .07
Purple-leaved Honeysuckle10 .08 .07

We will propagate by contract on request, those listed or many other varieties.
PEACE & SON NURSERY
Route 1 Siloam Springs, Ark.

FORSYTHIA BEATRIX FARRAND
Strong plants out of 2 1/4-in. plastic pots. \$25.00 per 100, \$225.00 per 1000. No additional charge for packing.
Minimum order 100 plants.

DESCANSO DISTRIBUTORS, INC.
12492 Pipeline Chino, Calif.

CHERRY LAUREL LINERS
(Laurocerasus caroliniana.)
6 to 8 ins. \$5.00 per 100, \$40.00 per 1000
8 to 10 ins. 6.00 per 100, 50.00 per 1000
Booking orders for shipment now.
OWENS NURSERY
Whiskey Road Alken, S. C.

CORNUS FLORIDA, NURSERY-GROWN
Heavy specimens, 6 to 9 ft., B.&B.
TAXUS, CAPITATA AND HICKSII
4 to 7 ft., B.&B.
GEORGE F. BLOOMER
Route 69 Flemington, N. J.

SHRUBS AND TREES
Large assortment of varieties and sizes. See our display ad October 15 issue in the American Nurseryman.
WAYNESBORO NURSERIES, INC.
Waynesboro, Va.

ROOTED CUTTINGS, 1-YR. BEDDED

All stock has been under irrigation.

	Per 100	Per 1000
Ilex bullata, 4 to 6 ins.	\$10.00	\$90.00
Ilex crenata, 5 to 8 ins.	10.00	90.00
Juniper, Andorra, 4 to 8 ins.	10.00	90.00
Juniper, Hietz, 4 to 6 ins.	12.00	100.00
Juniper, Pfitzer, 4 to 6 ins.	12.00	100.00
Ilex glabra, 4 to 6 ins.	10.00	90.00
Retinospora plumosa aurea, 6 to 8 ins.	10.00	90.00
Retinospora plumosa, 6 to 8 ins.	10.00	90.00
Taxus brevifolia, 4 to 6 ins.	10.00	90.00
Taxus brownii, 4 to 6 ins.	12.00	100.00
Taxus capitata, tips, 6 to 8 ins.	15.00	100.00
Taxus cuspidata, 4 to 6 ins.	10.00	90.00
Taxus hatfieldii, 4 to 6 ins.	10.00	90.00
Taxus hickii, 4 to 6 ins.	10.00	90.00
Taxus repandens, 4 to 6 ins.	12.00	100.00
Thuja globosa, 5 to 8 ins.	10.00	90.00
Pachysandra	4.00	35.00

1-YR. SEEDLINGS

	Per 100	Per 1000
Acer palmatum	\$3.00	\$25.00
Cornus florida	5.00	40.00
Chinese Chestnut	10.00	90.00
Pagrus sylvatica	10.00	90.00
Taxus capitata	5.00	40.00

2-YR. SEEDLINGS

	Per 100	Per 1000
Acer palmatum	\$6.00	\$50.00
Balsam Fir, 3 to 5 ins.	4.00	35.00
Picea excelsa, 4 to 6 ins.	3.50	25.00
Picea pungens glauca, 3 to 5 ins.	4.00	35.00
Picea (White Spruce), 4 to 6 ins.	3.50	25.00
Pinus strobus, 4 to 6 ins.	3.50	25.00
Pinus sylvestris, 4 to 6 ins.	3.50	25.00
Thuja occidentalis, 4 to 6 ins.	5.00	40.00
Thuja orientalis, 4 to 8 ins.	3.50	30.00
Tsuga canadensis, 3 to 4 ins.	6.00	50.00
Taxus capitata, 4 to 6 ins.	7.00	60.00
Ilex crenata, 4 to 6 ins.	5.00	40.00

3-YR. SEEDLINGS, TRANSPLANTED

	Per 100	Per 1000
Taxus capitata, 4 to 8 ins.	\$12.00	\$100.00
Tsuga canadensis, 4 to 7 ins.	8.00	70.00
Douglas Fir, 5 to 8 ins.	6.00	50.00
Euonymus alatus, 5 to 8 ins.	6.00	45.00
Pinus strobus, 6 to 8 ins.	8.00	70.00

AZALEAS, 3-YR. TRANSPLANTS

	Per 100	Per 1000
Hinodgeri	\$4.00	\$40.00

4-YR. TRANSPLANTS

	Per 100	Per 1000
Douglas Fir, 6 to 12 ins.	\$10.00	\$90.00
Picea excelsa, 6 to 8 ins.	6.00	50.00
Picea pungens glauca, 4 to 8 ins.	7.00	60.00
Picea rubens, 6 to 8 ins.	12.00	100.00
Tsuga canadensis, 5 to 8 ins.	10.00	95.00
Tsuga canadensis, 10 to 12 ins.	15.00	100.00
Thuja occidentalis, 6 to 10 ins.	10.00	90.00

VAN DINE NURSERY

Berdan Ave. Preckness, Paterson, N. J.

SHADE AND ORNAMENTAL TREES

NORWAY MAPLE, straight trunks, beautiful heads, best fibrous root system.

7 to 8 ft. high, 1 to 1 1/2 in. cal. \$4.20 \$3.25

8 to 10 ft. high, 1 1/2 to 2 in. cal. 5.75 4.75

10 to 11 ft. high, 1 1/2 to 2 in. cal. 8.25 6.75

11 to 12 ft. high, 1 1/2 to 2 in. cal. 10.50 8.50

12 ft. and more, 2 to 2 1/2 in. cal. 12.00

AMERICAN ASH, nursery-grown, well-shaped, excellent root system. 10-50 50-250

14 to 10 1/2 ft. high, 1 1/2 to 2 in. cal. \$6.50 \$6.00

10 1/2 to 12 ft. high, 1 1/2 to 2 in. cal. 8.00 7.25

WHITE DOGWOOD, nursery-grown, well-spaced, beautiful tops, excellent root system. 4 1/2 ft. to 8 ft. must be moved. Make us an offer on the block, about 300 trees.

For appointment call

PAUL HOVERMAN NURSERIES

233 Farview Ave. Paramus, N. J.

Phone COlax 1-1060 or CO 1-1737.

SHRUBS

ALTHEAEAS, NAMED VARIETIES

2 to 3 ft.65c

2 to 4 ft.75c

DEUTZIA GRACILIS

15 to 18 ins.50c

18 to 24 ins.60c

FORSYTHIA SPECTABILIS

2 to 3 ft.50c

2 to 4 ft.60c

HONEYSUCKLE ZABELI

2 to 3 ft.55c

2 to 4 ft.65c

SPIRAEA ANTHONY WATERER

15 to 18 ins.50c

18 to 24 ins.60c

TAMARIX, AMURENSIS AND HISPIDA

2 to 3 ft.60c

2 to 4 ft.75c

4 to 5 ft.95c

PHILADELPHUS VIRGINALIS

2 to 3 ft.60c

2 to 4 ft.70c

FRENCH NURSERY CO.

Phone 5331 Clyde, O.

VIBURNUM CARLESI

Seedlings that have been bedded 2 years.

Excellent for lining out or for pre-wrapping for cash and carry. In lots of 25 or more, 12 to 15 ins., 60c; 15 to 18 ins., 75c.

HILLENMEYER NURSERIES

Lexington, Ky.

FOR FALL 1957 SHIPMENT

	Per 100	Per 1000
Cydonia japonica rubra, 2 to 3 ft.	\$40.00	
Euonymus alatus, 24 to 30 ins.	65.00	
Euonymus alatus, 18 to 24 ins.	55.00	
Euonymus alatus compactus, 15 to 18 ins.	45.00	
Euonymus alatus compactus, 12 to 15 ins.	40.00	
Engelman Ivy, 2-yr. I	25.00	
Flowering Almond, 24 to 30 ins.	40.00	
Lodense Privet, 9 to 12 ins.	18.00	
Lonicera sabellica, 18 to 24 ft.	40.00	
Philadelphus Bouquet Blanc, 3 to 3 1/2 ft.	45.00	
Philadelphus virginialis, 3 to 4 ft.	50.00	
Prunus cistena, 3 to 4 ft.	85.00	
Prunus cistena, 4 to 5 ft.	95.00	
Spiraea opulifolia mana, 2 to 3 ft.	35.00	
Spiraea vanhouttei, 3 to 4 ft.	40.00	
Viburnum lantana, 3 to 4 ft.	55.00	

Minimum order 100 each.

FANCHER'S NURSERY, Sturtevant, Wis.

FALL DELIVERY ONLY

	Each, 100 rate
60 Viburnum carlesii, 18 to 24 ins.	\$1.75
1000 Viburnum carlesii, 1-yr. adgs.	.15
1000 Jap. Red Maple, fine strain	.15
100 Korean Barberry, 2-yr.	.35
50 Ilex crenata, 18 ins.	3.50
100 Cladrastis tinctoria, 5 to 6 ft.	3.50
100 Cladrastis tinctoria, 2 to 3 ft.	2.50
20 Maackia amurensis, 3 to 4 ft.	3.00
10 White Dogwood, 6 to 7 ft., B&B	5.00
10 White Dogwood, 5 to 6 ft., B&B	4.50
10 Var. Norway Maple, 7 to 8 ft.	7.00
100 Cedar of Lebanon, 2-yr. grafts	3.00
25 Jap. Red Maple, 3 ft.	3.50
25 Pink Dogwood, 5 to 6 ft.	9.00
10 Sugar and Norway Maples, 10 to 12 ins.	7.00

BRIMFIELD GARDENS NURSERY

245 Brimfield Rd. Wethersfield, Conn.

SHRUBS

	Each
400 Cotoneaster horizontalis, 12 to 15 ins., 1-gal. can.	\$1.75
500 Cytisus praecox, 1-yr. from beds, 12 to 15 ins., B&B	1.25
300 Cytisus scoparius, 1-yr. from beds, 12 to 15 ins., B&B	1.25
150 Enkianthus campanulatus, 12 to 15 ins., B&B	1.00
100 Ilex glabra, 12 to 15 ins., 1-gal. can.	1.75
50 Prunus laurocerasus, 12 to 15 ins., 1-gal. can.	1.75
30 Prunus laurocerasus, 18 to 24 ins., B&B	2.25
300 Pyracantha lalandi, 15 to 18 ins., 1-gal. can.	1.75

THE CAPE COD NURSERIES

H. V. Lawrence, Inc. Falmouth, Mass.

EUONYMUS VEGETUS

12 to 15 ins., bare-root	\$1.00
15 to 18 ins., bare-root	1.25
18 to 24 ins., bare-root	1.50

FRENCH NURSERY CO.

Phone 5331 Clyde, O.

LARGE ARBORVITAE AND CHAMAECYPARIS

In variety, 6 to 12 ft. Smoke trees, 4 to 7 ft.

Pin Oak, nursery-grown, 3 to 5-in. caliper.

GEORGE F. BLOOMER

Route 69 Flemington, N. J.

Crape Myrtle sprouts, mixed colors, red, white, pink, purple; 2 to 3 ft., \$50.00 per 1000.

Greenville Nurseries, Mrs. R. L. Robinson, Prop., Greenville, Ga.

For \$4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the December 1 issue to reach us by November 15.

Forms for December 15 issue will close November 29.

AMERICAN NURSERYMAN

343 S. Dearborn St. CHICAGO 4, ILL.

SHRUBS AND TREES

	Per 100	Per 1000
Norway Maple, 1-yr. seed.	\$6.00	\$50.00
Sugar Maple, 1-yr. seed.	6.00	40.00
Fassens Black Maple, 2 to 3 ft. whips	75.00	
Chestnut Oak, 1-yr. seed	6.00	50.00
Pink Dogwood, 1-yr. buds, 18 to 24 ins.	90.00	
Viburnum juddi, 1-yr. buds, 15 to 18 ins., br.	75.00	
Viburnum burkwoodii, 18 to 24 ins., br.	45.00	
Kousa Dogwood, 2 to 3, br.	100.00	

Cash with order, no packing charges.

RUMMEL NURSERIES

Pompton Plains 1, N. J.

PINK-FLOWERING DOGWOOD

2 to 3 ft., bare-root, branched	\$1.50 each
3 to 4 ft., bare-root, branched	2.00 each
4 to 5 ft., bare-root, branched	2.75 each

OAK LEAF HYDRANGEA

18 to 24 ins., branched	.25 each
2 to 3 ft., branched	.40 each
3 to 4 ft., branched	.60 each

SILVER MAPLE

4 to 5 ft., branched	\$3.50 per 100
5 to 6 ft., branched	50.00 per 100
6 to 8 ft., branched	65.00 per 100

SPIRAEA VANHOUTTEI

18 to 24 ins., branched	\$75.00 per 1000
2 to 3 ft., branched	90.00 per 1000

PARK NURSERY CO.

204 Surrey Road Huntsville, Ala.

Pink Dogwood (Cornus florida rubra), br., 1 1/2 to 2-in. cal., \$2.50.

White Dogwood (Cornus florida), B&B, 4 to 5 ft., \$2.00.

White Birch (Betula alba), B&B, 1 1/2 to 2-in. cal., \$3.00.

Sweet Gum (Liquidambar styraciflua), B&B, 1 1/2 to 2-in. cal., \$4.00.

Pin Oak (Quercus palustris), B&B, 1 1/2 to 2-in. cal., \$4.50.

American Sycamore (Platanus occidentalis), B&B, 1 1/2 to 2-in. cal., \$4.50.

Stock can be inspected at any time.

Lawrence Sanders Nursery, 721 Kentucky Ave., Paducah, Ky.

Scotch Pine seedlings, from

selected seed	100	1000
2 to 4 ins., 2-yr.	\$2.00	\$15.00
4 to 8 ins., 2-yr.	3.00	20.00
6 to 12 ins., 4-yr., transplants	5.00	45.00

Blue Spruce, 3-yr., 3 to 5 ins., 3.50 25.00

4-yr., 4 to 8 ins., 5.00 3.00

Norway Spruce, 3-yr., 3 to 6 ins., 3.00 20.00

White Spruce, 3-yr., 3 to 5 ins., 3.50 25.00

4-yr., 4 to 10 ins., 4.00 35.00

Black Locust, 6 to 10 ins., 2.00 12.00

TERMS: Cash with order, or 50 per cent down, balance C.O.D. Shipping until December 15 or after March 1.

Vernon Dale Nursery, R. D. 4, Meadville, Pa.

SURPLUS STOCK

2-yr. No. 1 Concord and Fredonia

Grapes \$75.00 per 1000

2-yr. everbearing Blackberry 25.00 per 1000

Redbud trees, hvy., 4 to 6 ft. 40.00 per 100

Lombardy Poplar, 8 to 10 ft. 60.00 per 100

Nandinas, B&B, 18 to 24 ins. \$1.25 each

Euonymus alatus, B&B, 18 to 24 ins. (large or small leaf), \$1.25 each.

Write for our new wholesale price list.

ROLLERS' WHOLESALE NURSERY

Rogers, Ark.

ALPINE CURRANT

Strong rooted cuttings.

100 \$4.00

1,000 35.00

5,000 150.00

10,000 250.00

GOLDEN MOCK ORANGE

100 10.00

1,000 90.00

VARIEGATED DOGWOOD

100 9.00

1,000 80.00

NEWLAND'S NURSERY, Lake City, Minn.

AMERICAN ELM

Transplanted, nicely headed trees.

Each

20 6 to 8 ins. \$1.00

80 2 1/2 to 3 ins. \$7.00

10 1 1/2 to 1 3/4 ins. 2.00

40 3 to 3 1/2 ins. 3.50

25 1 1/2 to 2 ins. 2.50

55 2 to 2 1/2 ins. 5.00

Also sizes up to 6 ins.

Less 10 per cent for entire lot. All prices F.O.B. our nursery. Truck pickup only.

PLATT'S LANDSCAPE NURSERY

Mt. Rt. 2, 901 E. Kimberly, Davenport, Ia.*

COLLECTED

Clump Birch, burn backs; good white color; 6 to 8 ft., B&B, \$4.00.

Sugar Maples, whips to 2 1/2 in. cal.; bare-root. Hemlock, Mt. Laurel and maximum Rhododendron seedlings. Also larger plants.

B&B. Azalea nudiflora and Shadblow, B&B, Fall or spring delivery. Inquiries invited.

SWINGLE'S NURSERY

R. D. 2 Lake Ariel, Pa.

SHADE TREES

Chinese Elm, up to 4-in. cal.; Silver Maple, up to 2 1/2 in. cal.; American, European and Weeping Birch. Other kinds in smaller sizes.

BERBERIS ATROPURPUREA NANA**RED PIGMY**

6 to 9-in. spread, \$60.00 per 100.
9 to 12-in. spread, \$80.00 per 100.
Hardy Rhododendron hyb., many varieties,
cutting-grown from liners up to 24 to 30 ins.
Ask for our list of many other specialties.
WEST OREGON NURSERY
3550 N. W. Saltzman Rd. Portland 1, Ore.

SHADE TREES

Large assortment of varieties and sizes.
Ask for wholesale price list.
WAYNESBORO NURSERIES
Waynesboro, Va.

SHRUBS AND TREES

See our Classified ad in this issue under
LINING-OUT STOCK.
T. G. OWEN & SON, INC.
Columbus, Miss.

TAXUS

TAXUS, FINER LINERS			
Strong, healthy, hard to beat.	100	1000	
BACCATA REPANDENS, 3-yr.			
TT, 6 to 12 ins., bed	.....	\$0.75	\$0.60
CUSPIDATA, spreading.			
2-yr., T, 6 to 9 ins., bed	.....	.40	..
2-yr., T, 9 to 12 ins., bed	.....	.45	..
CAPITATA, upright, from			
Jap. seed, heavy			
4-yr., TT, 9 to 12 ins., bed	..	.60	.55
4-yr., TT, 12 to 15 ins., bed	..	.70	.65
4-yr., TT, 15 to 18 ins., bed	..	.80	.75
4-yr., TT, 18 to 21 ins., bed	..	.90	.85
5-yr., TTT, 9 to 12 ins., field	..	.75	.70
6-yr., TTT, 9 to 12 ins., field	..	.90	.85
6-yr., TTT, 12 to 15 ins., field	..	1.10	..
CUSPIDATA DENSIFORMIS.			
2-yr., T, 6 to 9 ins., bed	.....	.45	..
2-yr., T, 9 to 12 ins., bed	.....	.50	..
4-yr., TT, 8 to 10 ins., field	..	.75	..
CUSP. INTERMEDIA, rooted cut-			
tings, 1-yr., 6 to 8 ins.,	.....	.12	..
2-yr., T, 10 to 12 ins., heavy,	.....	.50	..
CUSP. VERMEULEN, rooted			
cuttings, 1-yr., 4 to 6 ins.,	.....	.10	.09
2-yr., 6 to 9 ins., bed	.....	.40	..
2-yr., T, 9 to 12 ins., bed	.....	.45	.42 1/2
3-yr., TT, 8 to 12 ins., field	..	.60	..
4-yr., TT, 9 to 12 ins., field	..	.75	..
4-yr., TT, 12 to 15 ins., field	..	.90	..
MEDIA BROWN, 2-yr., T, 6 to			
12 ins., bed	.....	.45	..
4-yr., TT, 9 to 15 ins., field	..	.85	..
MEDIA HATFIELD, rooted cut-			
tings, 1-yr., 4 to 6 ins.,	.....	.10	.09
rooted cuttings, 1-yr., 6 to 8 ins.,	.....	.12	..
2-yr., T, 6 to 9 ins., bed	.....	.40	..
2-yr., T, 12 to 15 ins., bed	.....	.55	..
3-yr., TT, 6 to 12 ins., field	..	.60	..
4-yr., TT, 9 to 12 ins., field	..	.75	..
MEDIA HATFIELD, spreading			
rooted cuttings, 1-yr., 4 to 10 ins.,	.....	.12	.11
MEDIA HICKSI, 2-yr., T, 10 to			
15 ins., bed	.....	.50	..
MEDIA KELSEY, 1-yr., T, 6 to			
9 ins., bed	.....	.25	..
2-yr., T, 6 to 9 ins., bed	.....	.40	.37 1/2
2-yr., T, 9 to 12 ins., bed	.....	.50	..
4-yr., TT, 9 to 12 ins., field	..	.50	..
MEDIA VERTICALS, tall, narrow,			
hardy (ask for catalog)			
2-yr., T, 6 to 9 ins., bed	.....	.50	..
2-yr., T, 9 to 12 ins., bed	.....	.60	..
4-yr., TT, 6 to 12 ins., field	..	.90	..
1-yr., 2 1/2-in. pots	.....	.35	.32 1/2
JOHN VERMEULEN & SON, INC.			
Finer Liners, A-1G Neshanic Station, N. J.			

TAXUS CUSPIDATA CAPITATA
For fall or spring. 2-yr. seedlings, grown
from Jap. seeds; very fine root system.
\$2.00 per 100, \$75.00 per 1000.
10,000 up, \$65.00 per 1000.
Also 1-yr. bedded cuttings in leading var-
ieties of Taxus.
Write for complete list of lining-out stock.
NURSERY SALES, INC.
P. O. Box 295 Ridgewood, N. J.

TAXUS CAPITATA
Strong 2-yr. seedlings, seeds sown lightly,
plants grown with plenty of room in beds.
\$15.00 per 100, \$125.00 per 1000.
C. HOOGEENDOORN NURSERIES
Turner Road Newport, R. I.
Classified Ads Offer Maximum
Results at Minimum Cost.

VIBURNUMS

VIBURNUM CARLESI
Per 100 Per 1000
2-yr. seedlings, 4 to 6 ins. \$15.00 \$125.00
2-yr. seedlings, 6 to 8 ins. 20.00 175.00
2-yr. seedlings, 8 to 12 ins. 30.00 250.00
C. HOOGEENDOORN NURSERIES
Turner Road Newport, R. I.

Start Your Offer Now
in the American Nurseryman
And Watch Sales Climb

VINCAS

HARDY MYRTLE (Vinca minor)
Medium liners, \$10.00 per 1000.
Large liners, 3 to 5 leads, \$25.00 per 1000.
Medium clumps, 3 to 10 leads, \$35.00 per 1000.
BART'S NURSERY, FULLERTON, PA.

\$500 Active Nurserymen
are in need of stock.
List your offerings in the
American Nurseryman Classified Section.

MISCELLANEOUS

Chipman's Canada Red and MacDonald
Rhubarb, \$30.00 per 100. Feony Philippe Ri-
voire, \$65.00 per 100. Irises, bearded, mixed
and ochroleuca Goldband, \$8.00 per 100.
Juniperus virginiana (Platt Red Cedar), 2-1
T, 6 to 10 ins., \$6.00 per 100.
Home Gardens, Cuba, Kan.

Turn your Surplus Stock
into cash
with a Classified Ad in
the American Nurseryman.

WANTED

Named varieties hybrid Rhododendron
wood for cuttings. Make offer of varieties
and best cash price.
JOSEPH'S NURSERIES, INC.
Bridgeport, W. Va.

Wanted—Large quantities of Taxus wood
for cuttings, to be shipped during the fall
season. Make offer of varieties, quantities
and best cash price.
Verkade's Nurseries, Wayne, N. J.

CLASSIFIED ADS

SUPPLIES AND SUNDRIES

BURLAP

NEW BURLAP
In bolts of 100 to 125 yards.
HEAVYWEIGHT BURLAP
FOR PROTECTION

36 ins.	.....	21 1/2¢ per yd.
40 ins.	.....	22 1/2¢ per yd.
48 ins.	.....	24 1/2¢ per yd.
54 ins.	.....	26¢ per yd.
60 ins.	.....	29¢ per yd.
72 ins.	.....	32 1/2¢ per yd.

LIGHTWEIGHT 57-IN. BURLAP ERO-
SION CLOTH for seeded lawns and slopes.
21 1/2¢ per yard. All prices are net F.O.B.
New York. Minimum order 1 bolt. Orders of
3 bolts or more freight prepaid.
LEWIS INTERNATIONAL CO.
666 Clinton Ave. Newark 8, N. J.

CANE STAKES

BAMBOO CANE STAKES
For greenhouse and nursery purposes.
All types and sizes.
Write for prices and quantity discounts.
ALEC HENDERSON, INC.
1305 W. Randolph St. Chicago 7, Ill.

BAMBOO CANE STAKES

Medium heavy Pencil thickness
Green or natural Dyed green

	Per 500	1000	2000
1 1/2 ft.	\$2.40	\$2.20	\$1.70
2 ft.	2.20	4.20	7.60
2 1/2 ft.	4.00	5.20	9.50
3 ft.	4.80	6.60	12.40
3 1/2 ft.	5.60	8.10	15.20
4 ft.	6.40	9.00	17.10
5 ft.	8.00	15.00	28.00
6 ft.	9.60	18.00	34.00

SPLIT BAMBOO, dyed green 1000 5000
12 ins. \$2.10 \$9.00
15 ins. 3.00 12.60
18 ins. 3.80 14.40
24 ins. 4.50 18.00

HEAVY GRADES, NATURAL Per 100.
1/2 to 3/4-in. 1/2 to 3/4 to 1
4 ft. \$2.38 \$2.44 \$4.24
5 ft. 3.60 4.30 6.30
6 ft. 4.32 5.16 6.36
7 ft. 5.04 6.02 7.42
8 ft. 5.76 6.88 8.48

Approximate average thickness at bottom
end. 5 bales up, less 5 per cent; 10 bales up,
less 10 per cent. F.O.B. shipping point. Special
prices for carlots.
A. C. PATTERSON, CENTERTOWN, KY.

LIGHTNING SERVICE

FRESHLY IMPORTED
JAPANESE BAMBOO CANE STAKES
from
NEW YORK, CHICAGO, PORTLAND, ORE.
Write for our competitive prices
and generous quantity discounts.
McHUTCHISON & CO.
695 Grand Ave. Ridgefield, N. J.
2505 S. E. 11th Ave. Portland 2, Ore.

CHRISTMAS DECORATIONS

CHRISTMAS TREES AND BRANCHES
Large quantities of Red, White and Scotch
Pine also Spruce. Come and give me an offer.
HABE NURSERY
R. 1, Box 360 Leechburg, Pa.

CHRISTMAS TREES

CHRISTMAS TREE BUYERS, ATTENTION
Not just Canadian but Nova Scotia top-
quality Balsam Fir trees that really sell.
Carload, or L.C.L. Your choice of size as-
sortments. Write or phone immediately for
prices and further information. See our dis-
play ad on page 92 of this issue.
HOFFER CHRISTMAS TREES
209 Colfax Rd. Havertown, Pa.
Phone: Hilltop 6-0748

CHRISTMAS TREES.

Scotch Pine, 5 to 8 ft., select, pruned,
plantation-grown trees from Western Michi-
gan's Ottawa County. Will deliver in truck-
trailer quantities within 400 mile radius.
Write or phone.
R. D. MILLER NURSERY
R. 4, Wood St. Lansing, Mich.

FERTILIZERS

PETERS SPECIAL SOLUBLE
FERTILIZERS
20-20-20, the best general purpose feed
21-7-7 Azalea Acid (for hard-water sections)
21-7-7 Azalea Neutral (for normal water)
All above, \$6.50 per 25-lb. bag.
\$22.00 for 4 25-lb. bags.
PETERS SPECIAL UREAFORM
FERTILIZERS (NON-SOLUBLE)
13-6-6 Organic Special. Ureaform Nitrogen
and natural organics. A pot-plant special
dry feed. Non-soluble.
\$7.50 per 25-lb. bag.
\$25.00 for 4 25-lb. bags.
Du Pont Uramite, 38 per cent nitrogen
from ureaformaldehyde.
(\$12.00 per 50-lb. bag.)
All above material is F.O.B. Allentown.
ROBERT B. PETERS & CO.
739 N. 7th St. Allentown, Pa.

FLATS

MINNESOTA WHITE CEDAR FLATS

Order by No.	Wt.	Price
No. 1, 14x20x3 1/2	320
No. 2, 14x20x3 1/2	21.50
No. 3, 12x16x2 1/2	20.75
No. 4, 12x16x3 1/2	24.50
No. 5, 14x16x2 1/2	23.25
No. 6, 14x16x3 1/2	27.50
No. 7, 15x22 1/2x3 1/2	36.75
No. 8, 15x22 1/2x3 1/2	35.50
No. 9, 11 1/4x22 1/2x3 1/2	32.00
No. 10, 11 1/4x22 1/2x3 1/2	40.00
No. 11, 14x16x5	45.00
No. 12, 5x11x5	16.75
No. 13, 8x16x5	21.50

Plant boxes, 6x8 1/2x2 1/2 45
All other prices quoted on request.
5 per cent discount on order of 1000 or
more.

The above measurements are inside. Bot-
toms and sides of cedar flats are 3/4-in. thick;
ends are 1/2-in. Plant boxes are thinner.
All material surfaced on one side.
Your name and address printed up to 1
lines in black ink, on one or both end pieces
at the following rates: Set-up charge, \$1.00,
plus 1/4¢ per piece for the first 1000 ends, 1/2¢
per end thereafter. Shipped knocked-down
in units of 25.
All shipments by truck unless otherwise
ordered. F.O.B. Cook, Minn. Attach check
H. C. HILL & SONS, COOK, MINN.

REDWOOD FLATS, K.D.
Finest stock obtainable. Guaranteed all
clear heart. Size 20x15x3 ins. inside measure.
\$38.00 per 100.
1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bd.
50 pcs. to bundle, 5 ft., \$4.50 per bd.
50 pcs. to bundle, 6 ft., \$5.50 per bd.
Ship same day. Cash with order, please.
YOHO & HOOKER, YOUNGSTOWN 2, O.

Check Your Stock NOW!
If you have a surplus
sell it through the
American Nurseryman Classified Ads.

FLOCKING SUPPLIES

FLOC-FLO
Supplies, equipment
and free "How to Do It."
FLOC-FLO ENGINEERING DESIGN
5802 Olson Highway Minneapolis, Minn.

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements

Display: \$4.50 per inch, each insertion.

Lines: 40¢ line; minimum order \$4.00.

HELP WANTED NURSERYMEN

One of the largest nurseries in southern California offers profitable, permanent positions to nurserymen with ambition. Security, pleasant working conditions and an unlimited future for the right men. Many extra benefits. All replies will be kept strictly confidential.

MONROVIA NURSERY CO.
P. O. Box Q Azusa, Calif.

HELP WANTED GARDEN STORE MANAGER

Western New York location. Experience not necessary, but must be a merchandiser. Outstanding opportunity. Guaranteed salary plus profit sharing. Send full details. Replies kept in strict confidence. Address replies to Box 419, care of American Nurseryman.

HELP WANTED

Garden store manager, experienced man, year-round position. Good salary, other benefits. New garden store and general offices being constructed for upstate New York's largest tree surgeons and landscape contractors. Send replies to Box 442, care of American Nurseryman.

HELP WANTED

Landscape planting foreman able to follow blueprints. Steady, year-round position. Apply in writing, stating experience, to:

**MILLANE NURSERIES &
TREE EXPERTS, INC.**
Cromwell, Conn.

HELP WANTED

MANAGER TRAINEE

Retail sales. \$390.00 month plus bonus. Excellent chance to advance with earnings \$7,000 in \$8,000. Write giving experience.

Charles Crum
ROSEDALE'S NURSERIES
400 W. Huntington Dr. Monrovia, Calif.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-0404
1080 Magnolia Ave. Elizabeth, N. J.

FOR SALE—Garden supplies, greenhouse, landscaping and property, including 7-room home and 2 acres. Located in Suffolk Co., L. I., N. Y. Established 1932. Receipts \$40,000; could double. Clean inventory. Fully equipped. Profitable returns on reasonable investment. \$32,500 cash will handle. Act promptly. (Brokers protected.) **REND-LOG SALES CO.** 1780 Broadway, New York, N. Y. Phone: PL 7-5345.

SITUATION WANTED

Well-known, established nurseryman would like to make contact with reliable west coast nursery, selling on a commission basis in 7 or 8 midwestern states with Chicago as headquarters. Would also like to handle such allied items as peat moss, etc. Presently connected with midwest general nursery. Address Box 438, care of American Nurseryman.

FOR SALE

One of Michigan's largest perennial farms, with profitable chain store package trade. This business could be bought now with full crops all dug at \$60,000 or in the spring after sale of majority of stock at \$30,000. This business has plenty of room to expand as there are 200 acres of land, 2 houses, large barn nearly frostproof, packing house, greenhouse, tractors and tools. Owner wishes to retire. See our \$60,000 fully grown crop in our fields ready to be sold now. Write to Box 335, care of American Nurseryman.

FOR SALE

8-acre nursery in Monroe, Mich., with splendid business reputation. Located in thriving area on well-traveled route. Includes 6-room home and office with attached garage, 50x50-ft. Quonset storage building, 15x18-ft. building suitable for use as additional office or living quarters, trucks, tools, equipment, supplies, etc. Excellent well on the property. Asking \$45,000; \$25,000 down and payments per month. Must sacrifice on account of ill health and age. Address replies to Box 425, care of American Nurseryman.

FOR SALE

Established retail nursery business located on two main highways in southeast Iowa. Fine location for cash-and-carry trade. Population of trade territory about 50,000. Good, young salable stock, mostly evergreens and shade trees. Long lease on land and buildings. For further details address Box 435, care of American Nurseryman.

FOR LEASE

20-acre wholesale nursery located in fastest-growing section, with ideal California climate. Excellent azalea crop ready for market, general line evergreens, bulbs, 70,000 sq. ft. lath, greenhouse, propagating house, office. Abundant water. Good labor available. Local and shipping trade. Excellent reputation. Responsibility too heavy for widow. Write Box 441, care of American Nurseryman.

property you choose permits the operation of a nursery business. Do not take the word of the real estate agent; check with proper officials. Sometimes you can arrange to have a piece of property that has been zoned for other purposes re-zoned for business. But don't take a chance on that; there have been many cases in which property was bought with the assurance of the owner or real estate man that it could be re-zoned for business when it proved to be not the case.

Amount of Land Needed

In deciding how much ground you will need, be sure you have plenty of space for (1) off-the-street parking, (2) display ground, (3) the buildings that you need and (4) expansion.

You will need off-the-street parking space, plenty of it. Your customers should be able to drive off the street or highway onto your grounds and park without danger of being hemmed in by someone parking back of them. This will take a considerable amount of ground, especially if you do the volume of business that you hope for. Perhaps the commonest error in planning a salesyard is failure to provide easily accessible and adequate parking space.

There is no rule to follow for the amount of land needed to establish a cash-and-carry business. Successful salesyards have been conducted on a few city lots, while others occupy several acres. It would be difficult to set up a well-planned salesyard with adequate facilities on less than one acre; a larger area would be better. A long shallow strip adjoining the highway is better than a deep strip with only a narrow frontage. You can make a more satisfactory layout of your establishment with the long frontage.

Planning the Layout

Before you begin construction, make a complete plan on paper so you can study it carefully and try to

FOR SALE

Nursery and landscape business located in western North Carolina. 10 acres, residence, tenant house, stock and equipment. \$15,000 cash will handle. Write to Box 440, care of American Nurseryman.

FOR SALE—Greenhouse and small nursery, orchard, berries and packing shed. Tractors, sprayers, panel truck, etc. 4-room furnished house, food freezer and refrigerator. 20-ft. trailer house. Good fishing, free water. Ref. B-24309.

Nursery in central eastern Minnesota. Established 1925. Clients throughout 100-mile radius. Flowers. Shrubs. Good potential. 14 acres, A-1 greenhouse, fine home. Aggressive owner can triple sales. \$30,000 down. Details on request. Ref. B-62330.

BUSINESS MART OF AMERICA, 6723 Melrose Ave., Los Angeles 38, Calif.

dig out all the "bugs." Unless you have had previous experience with sales lots and know just about what you want, you would do well to visit as many of them as you can, to get ideas. In this way you can avoid falling into costly errors; on the other hand, you will get suggestions that will help you in starting right.

Another thing you can do to help you build your fund of ideas is to talk to successful merchants in other kinds of retail business. After all, the principles of selling are much alike for all lines of merchandise. These other men might be able to help you materially in planning your own displays.

Parking Cars

How many times have you failed to buy an article because you could not find a place to park near the store? Keeping this in mind, you should make parking simple and inviting. Locate the parking area so that it can easily be seen from the highway and is accessible and arrange it in such a way that the parking plan is obvious.

Cars parked helterskelter reduce the space available for parking and increase the danger of accidents. Your customers will not feel kindly toward you if some other customer dents his fender. Be sure that parked cars do not interfere in any way with the visibility and accessibility of your displays or the loading of purchases into other cars.

Buildings

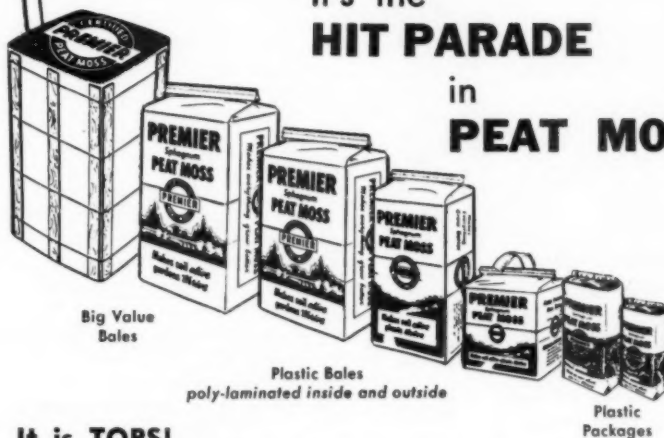
You will need some kind of a building. This can serve many purposes, and your needs for undercover space will increase as your business grows. The primary purpose of the building is to provide office space, but you may also need it for storage, as well as for displays of tools, insecticides, fertilizers, seeds, etc.

It is not necessary to spend a lot of money building an elaborate structure, especially when you are just getting started and are anxious to keep your expenditures to the minimum. But by all means make the building as attractive as possible, no matter how small. We have seen otherwise attractive salesyards spoiled by the presence of ugly unpainted shacks serving as offices. Even a small building can be attractively designed. If you are clever at planning, you may be able to put up a small building that can be enlarged later without spoiling the architecture.

Do not fail to landscape your office building. A well kept lawn helps a lot. How often nurserymen fail to



It's the
HIT PARADE
in
PEAT MOSS



Big Value
Bales

Plastic Bales
poly-laminated inside and outside

Plastic
Packages

It is TOPS!

Premier tightly filled packages are poly-laminated inside and outside for clean, easy handling—can even be stored outdoors.

It is TOPS!

Premier packages are better looking, better selling. They are colorful and eye-catching. Full directions on every package.

It is TOPS!

Premier's quality, value and service from world wide resources cannot be beat. More PREMIER is sold than any other brand.

Premier increases your peat moss sales and your profits.

Use Premier Peat Moss—in tightly compressed big-value bales—for better soil conditioning, mulching, transplanting, lining out, seedbeds.

Any combination can be shipped in one car.

Send for full details today.

PREMIER PEAT MOSS CORP., 535 FIFTH AVE., NEW YORK 17, N. Y.

PREMIER SPHAGNUM PEAT MOSS

WATCO MISTING SYSTEMS

Used by the leading growers of the country



3/4-in. 4W Wide-Angle MISTING NOZZLE
\$2.95 each

**INSURE HEALTHY
ROOTED CUTTINGS —
FASTER
AT LOWEST COSTS
INTERMITTENT SYSTEMS
FOR ALL CROPS
WATCO**



Complete Clock-Timer and 1/2-inch solenoid-wired, ready to hang up.

\$65.00

NOZZLES — TIMERS — SOLENOIDS — STRAINERS — ACCESSORIES
LAYOUTS SUPPLIED FREE — SEND FOR BULLETIN No. 30

AL SAFFER, Horticultural Supplies, 130 W. 28th St. New York 1, N. Y.
ORegon 5-2248

Fresh from big success in 1957, undisputed leader in booming swimming pool industry announces dynamic new program for 1958.

DISTRIBUTORS

now being selected
for new 1958
Motel and Home

Esther Williams

Swimming Pool
Program—

NOW IN MOTION!

Big Profit Opportunities

right now in
booming home and
motel pool mar-
kets. Pool heaters
and advanced design,
all-concrete, simple
construction bring
year-round
volume sales.



Coast to Coast NBC-TV program on 200 stations right now to sell pools during lush Fall selling season.

Millions spent on 1957 program in LIFE, BETTER HOMES & GARDENS, TV, RADIO, etc., provide springboard for more millions planned in 1958.

New Motel Program offers wide-open profit opportunities starting at once with fast sales to leads from our trade advertising and mailings.

\$25,000 to \$250,000 Yearly Profit potential from five-figure investment in self-liquidating inventory.

Our New Year Started Labor Day! Distributors being appointed at rapid rate. **ACT NOW!**

ESTHER WILLIAMS SWIMMING POOLS

99 Court Street, White Plains, N. Y.



You'll recognize Esther Williams Swimming Pools by their unique advanced design, pure sparkling water and custom-tailored beauty . . . at homes, motels, clubs and model houses everywhere.

practice what they preach! You can make a mighty favorable impression on your customers by surrounding your office with a beautiful and dignified planting. It is your best advertisement.

Selecting Stock to Sell

Your most critical job will be deciding what to sell. Of what value are the most skillfully laid selling plans if you do not have what the public wants? One of the hardest lessons many nurserymen have to learn is that the most profitable nursery stock is not necessarily that which is easiest to grow, or the kind that they themselves like best; rather, it is the kind that the customer wants.

Fortunately, you do not need to guess. Accurate, dependable information is available. Wholesale nurserymen know from experience just what varieties of fruit and ornamental stock are in demand in a given section. They also know in what proportions they can be expected to sell. Progressive wholesale nurserymen keep accurate records on which to base their recommendations; so it is not a matter of guesswork or memory. Varieties that do not sell in sufficient quantities to be profitable are discarded from their assortments.

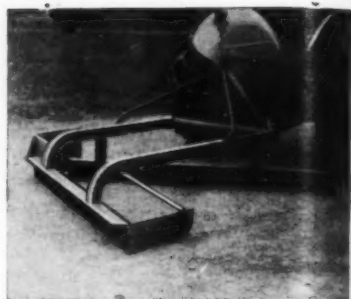
Regrettably, many varieties that have great merit have not proved popular enough to be profitable. In general, the best known varieties are the ones that sell best. Everyone has heard of Elberta peaches. It is no trouble at all to sell Elberta peach trees through retail outlets; it is much easier, in fact, than to sell many other less familiar but higher-quality peaches.

Give the public what it wants. If you keep that in mind when you select your starting assortments you cannot go far wrong. Your original investment should be almost entirely in the varieties of known popularity. After you have your business started and have an established clientele, you can add other varieties for which you have experienced a consistent demand. Remain alert to the inquiries of your customers for varieties you do not have, so that you will know what additional varieties it will pay you to carry in stock.

Where Should You Buy It?

Perhaps by this time you are wondering where you should buy your nursery stock. These few suggestions may prove helpful:

You can feel pretty safe in buying from firms that advertise consistently in the nursery trade papers. Trade



CONVERT YOUR TRACTOR into a ROAD AND LAND LEVELER

Money Back Guarantee

Fits any tractor with a 3-point lift. Reduces labor costs. Saves you money. Thousands now in use. Buy it and try it. If you are not completely satisfied, return it for full refund.

ACT NOW! For further details and prices write

The GLEDHILL



ROAD MACHINERY CO.
GALION, O.

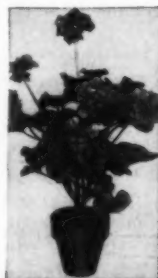
CHRISTMAS DECORATIONS SINCE 1900

Evergreen Garland and Wreaths
Southern Balsam (Fraser Fir)
Sprays — Boxwood Tips — Galax
Green Sheet Moss
Nativity Scenes

Call, wire or write, stating the item and quantity desired, and we will be pleased to give our best quotations. Ask for our catalog. For best results send in your order early.

APPALACHIAN EVERGREEN CO.

Boone, N. C.



This little plant
went to market
in a UNION
PLASTIC POT!
. . . and somebody
took it home!

Write for prices.

UNION PRODUCTS, INC.
Leominster, Mass.

Build Extra Holiday Sales with
BROWNELL'S DeLuxe Olde English HOLLY
Heavy with Red Berries

Farm Fresh and Oregon grown for the extra beauty that customers demand. Carefully processed and packaged to reach you and remain in fresh perfect condition.

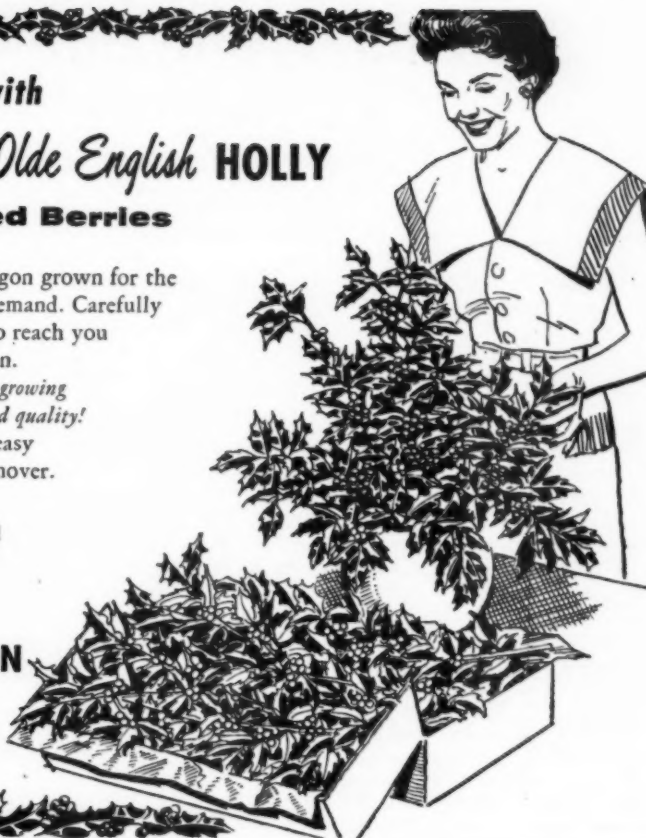
Our name on every box and 40 years of holly-growing experience stands behind Brownell's unsurpassed quality!

Variety of Holly packages for easy handling and quick turnover.

Ask your wholesale florist for
Brownell Holiday Packed Holly and
Pot Grown Happy Holly Trees or
write immediately.

BROWNELL FARMS of OREGON
and Holly Arboretum

"Where Your Christmas Holly Grows"
 P. O. Box 5965-N, Milwaukie, Oregon



papers, especially those in the nursery industry, are very conscious of their responsibility to their subscribers. Just as they check carefully all editorial material, so do they guard zealously against all irresponsible advertisers. A nursery with a shady reputation would have a difficult time buying advertising space in a trade paper.

One of the commonest errors that beginners fall into is that of shopping around too much. Observe the practice followed by the successful retail store. Your grocer depends largely on only a few wholesale houses for most of his merchandise. The same is true of hardware merchants, clothiers, druggists, etc. They know from experience this is the most economical practice.

By getting prices from a large number of wholesale houses and distributing your orders widely you may save small amounts on some items, but in the long run you will find that practice does not work out to your advantage. In the first place, you will have to keep track of a lot of different purchases, thus complicating your office work. Receiving your stock in many small shipments will not only increase delivery and packing costs, but give rise to numerous

CHOICE CHRISTMAS TREES

Scotch Pine

Austrian Pine

White Spruce

Norway Spruce

Sheared Nursery-Grown Stock

Truckload and Carload

VAN'S PINES

West Olive, Mich.

Phone: Holland, Ex 60702

Our 1958 Price List on finest-quality Pine and Spruce seedlings and transplants is now available.

inconveniences caused by failures to ship on time, delays in transit and errors in filling orders. Experience shows you actually save money by confining your purchases to a comparatively few firms.

Another advantage that we should emphasize is the reward for loyalty. If you buy from the same firms year

after year, these firms will go all out in helping you when the going gets rough. When stock is scarce you, as a regular customer, will be favored. Should you need extended credit, you will find your wholesale houses inclined to be lenient with you. Have confidence in your wholesale sources,

[Continued on page 101]

Florida Trade Show

By E. W. McElwee

Over 325 exhibitors, nurserymen and growers gathered October 4 to 6 at the Ellinor Village, Ormond Beach, Fla., for the 1957 plant and trade show of the Florida Nurserymen and Growers Association. The displays were located in the open under a beautiful grove of trees. The circus tent that sheltered the trade exhibits and a milling crowd of tradesmen and spectators gave a carnival atmosphere to the occasion.

Officers of the Central East Coast chapter of the F. N. G. A., who made the arrangements for the show and acted as the hosts, are R. W. Logan, president; E. W. Kennedy, vice-president; R. B. Truitt, secretary, and Martin Wittbold, Holly Hill, treasurer. James Griffin, Key Biscayne, executive secretary of the F. N. G. A., kept the events moving smoothly. The Florida association's president, H. Milton Link, Gardens, Inc., Fort Lauderdale, was kept busy with various committee, board of directors' and other group meetings. The facilities of the beautiful Ellinor Village Country Club and golf course were available to nurserymen and their families throughout the event.

Most of the booths and exhibits were set up Thursday, October 3, and early Friday, October 4. Nurserymen and growers then began getting acquainted, swapping information and trading for the excellent plant materials on display. Trading was resumed Saturday morning while the displays and exhibits were judged.

Award Winners

Among the awards and winners were the following:

Most outstanding chapter display, Broward County chapter, Raymond P. Oglesby, president; Most outstanding nursery display, Oglesby Nursery, Hollywood, Fla.; most outstanding landscape nursery display, Florida Nursery & Landscape Co., Leesburg, and most outstanding display of foliage plants, Ulster Bros., Apopka.

The F. N. G. A. board of directors met at the country club Saturday morning, October 5, to consider matters scheduled for discussion and action under the direction of President H. Milton Link, assisted by Executive Secretary James Griffin.

The meeting of the foliage plant growers was postponed until late

Saturday afternoon so that all growers could gather around radios and TV sets to hear and watch the world series.

After an excellent buffet banquet Saturday evening, former Senator Edwin Fraser, Southern States Nurseries, Macclenny, Fla., gave an interesting discussion of "Merchandising Nursery Stock and Nursery Materials."

The trade show and exhibits were opened to the public Saturday and Sunday afternoons, at which times large numbers of homeowners, gardeners and amateur horticulturists from the Ormond Beach-Daytona Beach area had a chance to observe the excellent materials produced by and available from Florida nurseries.

In the past the feature of open-

ing the trade show to the public and giving plants and garden supplies as door prizes has served to stimulate sales of nursery and garden plant materials in the show area. Trade and wholesale price tags and lists, of course, are removed during the time the displays are open to the public.

LOUISIANA CONVENTION

[Continued from page 13]

against the indiscriminate use of insecticides and the destruction of predators. Dr. Roussel stressed the importance of keeping up to date on new developments in the field of entomology.

T. P. Hernandez, of E. I. du Pont de Nemours & Co., Inc., Wilmington, Del., encouraged the nurserymen to offer a complete lawn service. He pointed out that more than 15 million acres of turf have been developed in recent years and recommended that nurserymen include weed control, fertilization and insect

THE CORRECT SAW MAKES THE JOB EASY

—There's a BARTLETT SAW for Every Need—



No. 114 Rapid Cut

26-in. blade with diamond-point teeth and well-shaped raker make this model an extremely fast cutter. Extra-large grip permits use of gloves.

\$9.20—With On-and-Off belt snap, \$9.90



No. 114B Utility

26-in. fast-cutting blade with easily sharpened teeth. Has horn at top of grip.

No. 114B \$9.10
With belt snap 9.70



No. 41 Utility

Very popular for severing large limbs. Has tattle-tooth blade and special handle.

With 20-in. blade \$6.95
With 24-in. blade 8.95



No. 124B Special Utility

24-in. blade with lightning teeth, 4 points per inch. Makes fast, smooth cuts.

124B with D-type handle \$8.90
124BR with rubber handle 9.90



No. 27 Tree Expert

26-in. blade has special teeth, 6 points per inch, beveled forward, 1½ ins. at point. Widely used by experts.

27W, with wood handle \$ 9.25
27R, with rubber handle 10.30

Above prices delivered in U.S.A.

BARTLETT MFG. CO.

3003 E. Grand Blvd.
Detroit 2, Mich.

Write Dept. 58
for complete new
catalog.

TREE PAINT

All pruning wounds need the protection of this special paint with pure Egyptian black asphalt base. Will not crack, blister or freeze. Apply with ordinary brush. ½-pt. to 1-gal. cans.

95c to \$5.50



Florist & Nursery

SIGNS

For literature and prices, write GROWERS SIGNS, Tallmadge, O.

GRO-QUICK ELECTRIC SEED BED HEATER

SEED UP IN 30 HOURS
ROOT CUTTINGS IN 6 DAYS
CUT GERMINATION TIME BY ½
TRANSPLANT 2 WEEKS SOONER

You, too, can get these results. Get free plans. Write GRO-QUICK Mfg. Co., 355 W. Superior St., Chicago 18, Ill. W. Coast 1864 So. 120 St., Seattle 98, Wash.

LAUREL ROPING

All Goods F.O.B. shipping point

LAUREL ROPING

Per yard	.....	\$0.18
250 yds., per yd.	.....	.17
500 yds., per yd.	.....	.16
1000 yds. or over, per yd.	.....	.15

HEMLOCK or PINE ROPING

Per yard	.....	.18
250 yds., per yd.	.....	.17
500 yds., per yd.	.....	.16
1000 yds. or over, per yd.	.....	.15

LYCOPodium ROPING

Per yard (4-in. size)	.....	\$0.40
100 yds. or over, per yd.	.....	.35

Southern Fragrant BALSAM

Per 25 lbs.	.....	4.50
Per 50 lbs.	.....	8.00
Per 100 lbs.	.....	15.00

(All Roping made in 25-yd. rolls)



Pine Roping and Wreaths

WREATHS

Made of Laurel, Hemlock or Pine

Made on Wire Rings—
Outside Diameter

14-inch size, each	.....	\$0.70
25 or more, each	.....	.60
18-inch size, each	.....	.80
25 or more, each	.....	.70
24-inch size, each	.....	.90
25 or more, each	.....	.80
30-inch size, each	.....	1.35
25 or more, each	.....	1.10
36-inch size, each	.....	1.60
25 or more, each	.....	1.35

LAUREL, HEMLOCK or RHODODENDRON SPRAYS

Per 50 lbs.	.....	\$4.50
Per 100 lbs.	.....	8.50

WHITE PINE SPRAYS

(12 to 18 ins. long)

Per 25 lbs.	3.00
-------------	-------	------

SOUTHERN WILD SMILAX

Per 60-lb. case	8.50
-----------------	-------	------

5 cases or more,

per case

PREPARED LYCOPodium

Per 25 lbs.	.....	7.50
Per 100 lbs.	.....	27.00

Also a full line of all GREENS in season. Write for catalog.

BLUE RIDGE EVERGREEN COMPANY

Phone: 1521 MOUNT AIRY, N. C.

and disease control for lawns in their regular landscaping programs. Mr. Hernandez discussed the various chemicals available for use in solving the many lawn problems that exist.

Some tips on purchasing were discussed by John McCornack, of the Ethyl Corp., Baton Rouge. He pointed out that large volume purchasing can effect big savings and advocated buying a year's supply of an item rather than making monthly orders. He stressed the importance of taking advantage of discounts and of studying delivery clauses in price quotations. Whether a price is listed F.O.B. point of origin or F.O.B. destination can make a considerable difference in the actual cost of an item. A small percentage saved in purchasing can equal the profits from a high percentage of the gross sales of a given item.

New Plant Materials Needed

Nurserymen should recognize and meet the demand for a new look or new style in plant materials. This advice was given by Ira S. Nelson, Southwestern Louisiana Institute, Lafayette, who pointed out the need for a wider range of ornamental plants. These plants, in addition to having a new look, must be adapted

Reliance

The recommended fertilizer for
AZALEAS and CAMELLIAS

Complete nourishment for acid-soil plants

Send for FREE BOOKLET—this authoritative guide on Azalea and Camellia culture mailed on request



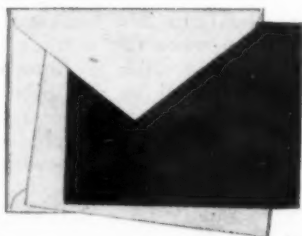
THE RELIANCE FERTILIZER CO., SAVANNAH, GA.

CARDS OF WOOD

say

"GREETINGS!"

—in a more charming way—



Each card is made of a piece of water-thin PINE, CEDAR, HOLLY or other exquisitely grained wood. Your friends and clients will be delighted with your thoughtfulness in choosing CARDS OF WOOD for CHRISTMAS GREETINGS, BUSINESS CARDS, ANNOUNCEMENTS and BOOKMARKS.

CARDS OF WOOD are sold direct . . . Write

CARDS of WOOD

Manlius 1, N. Y., for information.

SPECIAL OFFER: Send only \$1.00 for 5 assorted beautiful cards with paper card, envelopes and illustrated folder. You'll want to re-order before Christmas! Bookmarks \$1.00 for 3 all different.

clip and mail this
coupon today

SAMUEL CABOT INC.

1121 Oliver Bldg., Boston 9, Mass.

Please ship _____ pints (12 per case)
@ \$.40 each

Please ship _____ quarts (12 per case)
@ \$.60 each

Please ship _____ gallons (4 per case)
@ \$1.80 each

(All prices f.o.b. Boston)

_____ please quote discounts

T.H.P.

to really protect
wounds and
prevent decay



Cabot's Tree Healing Paint is a carefully prepared bituminous paint for protecting live wood and preventing decay. For years, leading arborists and foresters have been using Cabot's because it

- is ideal for painting wounds, cuts, broken limbs
- produces a black, tough, elastic, quick-drying coating
- is made of materials beneficial to trees
- stimulates growth of new bark
- excludes moisture — prevents evaporation of sap
- can be used in any season
- easily applied with paint brush

A quality product from Cabot Laboratories
...manufacturing chemicals since 1877

Samuel Cabot

to the planting area and must perform the function for which they are used. Many unusual and useful plants have been available for years without being utilized. One means of obtaining such plants is by importing them from abroad. Mr. Nelson asserted that the most important channel for importing new plant material is the plant introduction section of the United States Department of Agriculture. Plant explorers from this department, as well as personnel from other governmental agencies stationed throughout the world, have provided many valuable plant introductions.

Another channel for plant introductions discussed by Mr. Nelson was the world-wide seed exchange program with foreign governments, botanical gardens and institutions. In addition to obtaining plants, this program spreads much good will abroad, he said.

Mr. Nelson encouraged nurserymen to take advantage of the new imported plants. Sources of information on new plants are state experiment stations and botanical gardens. For foreign plants, not available in the United States, he suggested that nurserymen write to the Liberty Hyde Bailey herbarium, Cornell University, Ithaca, N. Y. From its perpetual file on sources of horticultural plants, the herbarium can supply information on sources for almost any plant.

Import Permit Important

Private groups or individuals are also instrumental in the importation of new plant material. Mr. Nelson warned that import permits should be obtained by plant explorers before they leave the United States. Otherwise, the delay in obtaining the permit may result in the death of the plants, so carefully collected and cared for, before they can be brought into this country. He stressed the importance of a thorough knowledge of import regulations.

Value of plant introductions in dollars and cents is difficult to estimate. Mr. Nelson said that a good example of the value of imported plants is afforded by the soybean. The tax collected by the government from this one plant and its products exceeds the total cost of the entire plant introduction section of the U. S. D. A. from its founding to the present. Another success story that he mentioned was that of the red-flowered passionflower. In 1954 Mr. Nelson introduced this plant as a result of his expedition to Bolivia. The expedition was sponsored by the Louisiana Society for Horticultural

FOR BETTER PLANTS to sell next spring FEED HELLER-GRO NOW

Heller-Gro is a balanced plant food, 15-15-15 with trace elements. It comes in paste form and dissolves completely in water. All ingredients are U.S.P. (laboratory grade).

Heller-Gro is low in cost and it is easy to use.

Two sources provide Heller-Gro's nitrogen—nitrates for fast release and immediate growth response and urea for slow release and long-term benefits.

Heller-Gro solution will not burn even the tenderest plants. Odorless.

3 1/4-oz. tubes, 1-lb. cans,
3-lb. cans, 50-lb. pails

Send for
FREE TRIAL SAMPLE

HELLER GREENHOUSE LABORATORIES

Dept. 40

218 E. Pikes Peak Ave.
Colorado Springs, Colo.

TWINE AND ROPE BUY DIRECT

JOBBER'S PRICES

Binder and Baler Twines
Cotton, Jute and Sisal Rope

Will quote less freight.

NEW YORK TWINE CORP.
110 Murray St. NEW YORK 7, N. Y.

Mention The American Nurseryman when you write.

ELECTRIC

"Taylortrucks"



FOR

FASTER — CHEAPER — EASIER

1/2 TON — HAULING — 1/4 TON

Write for Information and Nearest Dealer
MEADOWS BROTHERS

Box 145 ALTADENA, CALIF.

Research. He reported that the gross sales of this plant have already equaled the cost of the expedition.

Speaker at the luncheon meeting, the concluding session of the convention, was F. S. Cornelius, Jr., Cornelius Nurseries, Inc., Houston, Tex., whose address on retail sales is summarized elsewhere in this issue.

MONTANA-WYOMING MEET

[Continued from page 14]

completed Bozeman high school to see its sprinkler installation, one of the largest in the state.

In the evening, both groups attended a joint banquet at the Hotel Bozeman. Morris Morgensen acted as master of ceremonies. Dr. A. C. Hildreth, of the Cheyenne horticultural field station, Cheyenne, Wyo., who recently returned from Afghanistan, spoke of his experiences there and showed slides taken during the trip. The board of directors of the turf association and the nurserymen's association met after the banquet to consider recommendations for their merger to be made at a joint business session the next day.

The Montana-Wyoming Nurserymen's Association convened Tuesday morning, October 1, to hear Ellis E. "Bud" Meredith, of Washington, D. C., who represented the American Association of Nurserymen. Mr. Meredith discussed the relation of local groups to the national association and stated that if there are five A. A. N. members in a local group, it can affiliate with the national organization and enjoy delegate representation. He illustrated the value of this affiliation with many references to industry problems in which the A. A. N. is actively concerned.

Mr. Meredith stressed the importance to the nursery trade of maintaining a staff at Washington. He gave many case histories of A. A. N. work on the national level and presented the need for active support of the national association by individual members and affiliated local organizations. He described services available to members of the A. A. N. and displayed the many advertising and promotional circulars that the association publishes for its members.

Montana-Wyoming Horticulture

"Rocky Mountain Horticulture Is Different" was the title of the talk then presented by Dr. A. C. Hildreth, an authority on Rocky mountain horticulture. He stressed the need for a horticulture that is indigenous to the Montana-Wyoming climate. Many horticultural practices used in

"Money Blows on Trees"

Again
this Year!..



Your fast Spray-on and big Pay-off Christmas Profit Maker— Famous CLAREMONT ...Sno-Flock

"Sno-Flock"

simulates wintry drifts on

CHRISTMAS TREES
CUT BRANCHES
HOLLY CLUSTERS
CONES, WREATHS
BELLS and BOWS

profitably merchandises
the jingle-bells spirit
of Christmas

"Sno-Flock"

yours in four colors

WHITE
PALE BLUE
PEA GREEN
PEACH

Supplied in strong
sealed containers

Claremont, world's largest manufacturer of FLOCK, snows the way! Helps thousands of Florists to multiply sales and increase profits. Fluffy, flame-retardant Claremont "Sno-Flock", applied with 2-gun system (details promptly furnished), transforms 30 trees an hour into a fascinating forest. This spectacle merrily sells Christmas. Moves more holiday decorations and display effects too! With little space and negligible investment, you can spray-it-rich this season . . . so, don't delay. Get set—and Go!

**ATTENTION ALL FLORISTS
GET FULL DETAILS**

Write - Wire - DEPT. AN 57

"Blizzard" Us with Your Orders

CLAREMONT WASTE MFG. COMPANY

Manufacturers of "Sno-Flock" . . . A Northland Inspiration

CLAREMONT, NEW HAMPSHIRE

**NOW! order all
your labels from
ONE
reliable source!**

**ECONOMY
LABEL SALES
COMPANY**



SLIP-ON PLASTIC LABELS

Patented locking device . . . no wires!
Permanent, easily attached, adjustable,
waterproof. 5 fadeproof colors. Im-
printing additional.



TY-ON AND STIK-IN PLASTIC LABELS

Durable, waterproof. 5 fade-
proof colors. Imprinting ad-
ditional.

ALUMINUM AIR-LAYERING FOIL



Interleaved with tissue to prevent stick-
ing. 6x8 ins. or 8x12 ins.



RAINBOW PLASTIC POTS

Light weight. Low ship-
ping costs, less water-
ing, better root growth.
5 colors.

IMPRINTING MACHINES

Im prints permanently
9000 plastic labels per
hour. Automatic, com-
pact. Rugged design.
Terms available.



ECONOMY LABEL SALES CO.
P. O. Box 356 AN
Daytona Beach, Fla.

Please send additional information on
the following:

- ☐ Slip-On Plastic Labels
- ☐ Rainbow Plastic Pots
- ☐ Air-layering Aluminum Foil
- ☐ Imprinting Machine
- ☐ Ty-On and Stik-In Plastic Labels

Name

Address

City..... State.....

the United States have been devel-
oped in the eastern states or in west-
ern Europe. A common mistake has
been to use these methods under far
different conditions and expect the
same results. When plantings are
planned to meet existing conditions,
the results are highly rewarding,
though such plantings may differ
greatly from those found in the rest
of the country.

Montana and Wyoming have
many adverse conditions, such as
lack of moisture, which retards plant
growth and permits a high salinity
and alkalinity to build up in the soil.
The alkaline soil reaction, in turn,
causes an iron deficiency. Iron,
though present, is not available to
plants. The region's dry conditions
favor insect growth, but, on the other
side of the ledger, they give remark-
able freedom from disease. The Mon-
tana-Wyoming region has a higher
percentage of sunny days than any
other part of the country, according
to Dr. Hildreth. The light intensity
on a bright, sunny day is nearly twice
that at sea level.

A native horticulture is gradually
developing, he said, and a literature
that is specific for the area is ac-
cumulating. As the population in-
creases, these developments will be
accelerated. Local landscaping and
planting should not be a duplication
of plantings found in other regions,
but should be of an entirely different
type. As this fact is realized, horti-
cultural results in Montana and
Wyoming will compare with the best
found anywhere. At the conclusion
of Dr. Hildreth's talk, M. S. C. fac-
ulty members conducted a panel on
disease and insect problems that were
submitted by members of the nurs-
erymen's association.

New Association Formed

After lunch at the student union,
the nurserymen opened their business
meeting. The proposed merger de-
tails were announced, and the turf
association was also called into the
business session. The two groups
then agreed to merge and held the
election that resulted in the slate of
officers given at the beginning of this
article. As newly elected president,
Mr. Morgensen appointed a commit-
tee to prepare recommendations for
constitution and bylaw changes and
other merger details.

Jens Ihrke, of Mount Arbor Nurs-
eries, Shenandoah, Ia., then con-
ducted a panel discussion on con-
tainer-grown nursery stock. He was
assisted by Allen Blomstrom, of Jew-
ell Nurseries, Inc., Lake City, Minn.,
and Hank North, of the Willis Nurs-
ery Co., Ottawa, Kan. They treated

CHRISTMAS TREES

The finest in Balsam Fir shipped direct
from our own grounds in Nova Scotia,
Canada.

Individually graded for quality, fresh-
ness and size.

Carloads, approximately 1700 trees—
your choice of size assortments.

WRITE FOR OUR NEW ILLUSTRATED
CATALOG

WE HAVE BULLETINS AND BOOK-
LETS ON:

- Facts about retailing of Christmas trees.
- How to wholesale most profitably.
- Baled greens—Balsam wreaths by Hoffer.
- Nursery-grown Pennsylvania Scotch Pine trees by Hoffer.

HOFFER CHRISTMAS TREES

209 Colfax Rd.
Havertown, Pa.

Phone • Hilltop 6-0748

NEW MODEL "A"
GRINDER and SHREDDER

only
\$129.95

POWER
EQUIPPED

W-W
COMPOST GRINDERS & SOIL SHREDDERS

PERFECT FOR SMALL OPERATIONS

LARGER MODELS ALSO AVAILABLE

This new portable wonder is made espe-
cially for operators who don't require
capacity of larger W-W models . . . with-
out sacrifice in quality. Interchangeable
shredding bars and grinding screen let
you process dry leaves, phosphate rock,
small bones, etc. Screens fine enough for
potting soil. Balanced for smoother op-
eration and one-hand portability . . . Gas
or electric power. Prices f. o. b. Wichita.
Terms. Write . . .

W-W GRINDER CORP.

DEPT. F

WICHITA 4, KANSAS

Dutch and Rotproof Burlap
Reed Mats — Sisal-Glaze
Polyethylene in rolls.

Catalog available.

AMERICAN-DUTCH TRADING CORP.
47 Coddling St. Providence, R. I.



Pot Prices
F.O.B. Kansas City and
Moorestown, N. J.

PROFITS GROW in triple-play Cloverset Pots!

These tough, lightweight and neat-looking pots SAVE TIME in potting and handling and selling operations; PROTECT PLANTS to aid you in offering the best that can be grown, and PLEASE CUSTOMERS because Cloverset-potted stock is so easy to carry home and set out. Plant your pennies in Cloverset pots NOW and watch them come up as dollars next spring!

Size	Height	Top Diam.	Nearest Clay Pot	No. in Carton	WEIGHT Per 1000	F.O.B. KANSAS CITY		F.O.B. MOORESTOWN, N. J.	
						Per 100	Per 1000	Per 100	Per 1000
No. 0	5 1/2 ins.	5 ins.	6 ins.	200	210 lbs.	\$4.25	\$40.00	\$ 5.25	\$ 48.50
No. 1	6 1/2 ins.	6 ins.	7 ins.	100	340 lbs.	5.25	50.00	6.25	59.50
No. 2	9 1/2 ins.	7 ins.	8 ins.	100	535 lbs.	5.75	55.00	7.25	69.50
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	6.25	60.00	8.25	78.00
						25 pots, \$7.70; 50 pots, \$14.60; 75, \$21.75; 100, \$26.15; 1000, \$231.00.			
No. 4	13 ins.	12 ins.	.....	25	Per 100 133 lbs.			30.00	265.00

Our **HANDY CARTS**
Can Help You Too!



Solid but lightweight, these carts roll easily, stand firm and can't tip; hold 12 potted roses or equivalent. They simplify moving potted stock around the nursery and to customers' cars. F.O.B. Kansas City. **\$32.50**



105th St. and Wornall Rd.
KANSAS CITY 14, MO.

Eastern Distributor, Moorestown Gardens, Inc.,
Moorestown, Burlington Co., N. J.

Use this handy coupon; order a sample set now.

CLOVERSET FARM, DEPT. AN-117
105th St. and Wornall Rd., Kansas City 14, Mo.

- ☐ I enclose 50c; send sample set of five Cloverset pots. (Limit one set.)
☐ Send free potting chart and information about Cloverset pots.

Name _____
Firm _____
Address _____

the subject thoroughly, and their conclusion was that, while container-grown stock is on the increase and fills an important need in the trade, it should be used to extend the season rather than to compete with bare-root and B&B stock. There is small advantage to be gained from handling container-grown stock during the dormant season, which is still the major selling time in most parts of the country.

Shade Tree Problems

Prof. Leonard Yager, of the college faculty, discussed shade tree problems common to the mountain area. There are many tree varieties that are acceptable for street and yard planting in Montana and Wyoming that have not been much used. Since there are a limited number of varieties that will thrive in the area, use should be made of each one of them, according to Professor Yager. Convinced that more cities should enact ordinances to ensure consistent street planting, he recently distributed a recommendation to many city governments as to how this can be done.

He then gave each member of the audience a copy of a plant material list, arranged by zones, for the state of Montana, which he had prepared

CHRISTMAS TREES

Growers: in Vermont and Nova Scotia
Shippers: from Nova Scotia, New Brunswick and Quebec

- Guaranteed Quality
- National Distribution
- Carload and Truckload Lots
- Delivered Prices Quoted

Graded up to a standard, not down to a price!
Write us for further details.

GOLD STAR CHRISTMAS TREE EXPORT CO.

Phone: 260R2
Parrsboro, Nova Scotia

earlier at the request of the Montana-Wyoming association. Members who had used the list said that it had helped appreciably in their planting work and should be revised and brought up to date for each annual meeting. Lloyd Ayers, of the University of Wyoming, offered to start a similar project for the state of Wyoming.

Before the meeting was officially concluded, it was determined that the 1958 meeting would be held at the Cheyenne horticultural field station, Cheyenne, Wyo. The group then adjourned to the M. S. C. test plots, where they viewed many new

chrysanthemum varieties, some of them developed by the staff of Montana State College.

DARBY NURSERY, 2235 Darby, Muscoy, Calif., was recently opened by Mr. and Mrs. J. D. Downey, who were formerly in the nursery business at Sunland, Calif.

HERBERT H. DENNIS, who recently received his master's degree in horticulture at Alabama Polytechnic Institute, has started the Dennis Nursery, at Clanton, Ala., and will grow ornamentals and fruit trees.

For Your Convenience

Complete Price Range on

SEYMOUR SMITH®
Snap-Cut
PRUNERS

Now you can offer the genuine Seymour Smith "Snap-Cut" pruner—the most popular in the world—in any of four models with price tickets to fit your trade.



No. 119-8"—The genuine, original "Snap-Cut" pruner known to millions for quality and performance. Easily cuts up to $\frac{3}{4}$ " branches. \$3.25



No. 319-8"—A new de luxe "Snap-Cut" with stainless steel blade and "Triplekote" chrome finish. Gracefully streamlined. Great eye appeal. \$4.25



No. 118-6"—A smaller model for the ladies. \$2.59



No. 019-8"—a new competitive "Snap-Cut" with finest cutting qualities. Now you can sell a genuine "Snap-Cut" for as little as... \$2.25

There's one for the nabob, one for the ladies, one for the budget buyer and, of course, the original #119-8". Just about as wide a choice of pruning shears as any store needs—and they're the most widely advertised and promoted.

Your jobber has Seymour Smith "Snap-Cut" pruners. Order today.



2211 Main St., Oakville, Conn.
 Sales Reps: John H. Graham & Co., Inc.
 105 Duane St., New York 8, N. Y.

PLANT PATENTS

The following plant patents were issued recently, according to Rummel & Snow, Chicago patent attorneys:

No. 1640. Spiraea shrub. To Charles Q. Meyers, Waterloo, Ia. A new and distinct variety of spiraea shrub characterized as to novelty by its dwarf habit of growth; the lateness of its blooming period, its upright growth; the stiffness of its stems and branches which are medium brown on new growth and light gray on older growth; the largeness and brightness of its blooms, which are a brilliant white; the growth of blooms on both old and new wood throughout the plant (the leaves are a bluish green), and its resistance to high and low temperatures and wet and dry conditions.

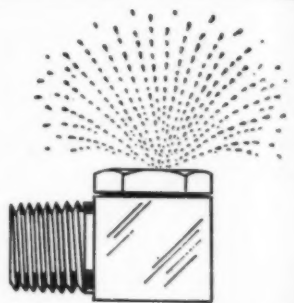
No. 1641. Rose plant. Hendrikus Antonie Maria Verschuren, Haps, Netherlands, assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by its upright, vigorous growth and foliage comparable to the variety Peace (plant patent No. 591), its large cupped blooms having slowly opening centers, and the distinctive Thulite-pink, lightly overcast with cameo pink, general color tonality of its blooms.

No. 1642. Rose plant. Charles H. Perkins, Newark, N. Y., assignor to Jackson & Perkins Co., Newark. A new and distinct variety of rose plant of the large-flowered polyantha class, characterized particularly as to novelty by its general similarity to its parent variety, Garnette Supreme (plant patent No. 1318), but being essentially distinguished therefrom by the general color tonality of its flowers of spinel pink lightly overcast with Thulite pink and by the habit of its flowers' showing more of the flower center and stamens than do the flowers of the parent variety.

No. 1643. Rose plant. Eugene S. Boerner, Newark, assignor to Jackson & Perkins Co., Newark. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by its free-producing flower habit; the apricot-yellow, lightly overcast with empire yellow, general color tonality of its flowers; the consistent flower coloration in all seasons and in all stages from the bud to the final open flower, and the extremely rich and glossy foliage which forms an effective background for the buds and flowers.

No. 1644. Rose plant. Eugene S. Boerner, Newark, assignor to Jackson & Perkins Co., Newark. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by its large, fully-double flowers; the rich fragrance of its flowers, and the firmness of the flower color, which changes little from the bud to the final flower stage.

No. 1645. Nectarine tree. Frederic W. Anderson, Merced, Calif. A new and distinct variety of nectarine tree, which bears large-size, yellow-fleshed clingstone fruit wherein the skin is a yellow ground color overspread with red. The fruit has a general resemblance to the Early Le Grand nectarine and substantially the



Pictured above is the Monarch fig. 629 nozzle. It has $\frac{1}{4}$ -in. male pipe thread and throws 3.8 gallons per hour at 40 lbs. It is the core of the most efficient outdoor propagating system, as well as greenhouse humidification.

5 nozzles, postpaid	\$ 5.00
12 nozzles, postpaid	11.00
100 nozzles, postpaid	80.00
Tork 24-hour on/off clock	10.95
Tork cycling clock, 1-minute adjustment	23.95
Solenoid valve, 110v $\frac{3}{8}$ -in.	23.00

Also strainers and various other clocks and valves. Booklet upon request.

Check with order, please.

See other advertisement for surplus lining-out stock—mist propagated.

Mist-O-Gation, Inc.

Dept. A

Middletown, Del.

SKINNER

overhead irrigation



Assures better, healthier stands
 faster growth bigger PROFITS!

FORGET DRY SPELLS. Your growing stock can have a shower of gentle, penetrating "rain" at the mere turn of a valve. Skinner overhead irrigation also gives you positive protection against frost... lets you control soil moisture for easy setting and transplanting.

free literature gives the full story. Write for it TODAY.

SKINNER SYSTEM OF IRRIGATION
 The SKINNER IRRIGATION CO.
 250 Water Street, Troy, Ohio
 ... for over a half century

FERTO-POTS

	MILLIONS USED
	PLANT EATS POT
FERTO-GERM, Compost, Manure.....	Per ton CL \$ 45.00
MULCHNUR, 3-6-3 All Organic.....	60.00
BONE MEAL RAW IMT.....	60.00
GARBAGE TANKAGE, $\frac{3}{2}$ per cent Am.....	18.00
SE-80-PHOS, 20 per cent T.P. Acid.....	18.00
FEATHER TANKAGE, 17 per cent Am.....	130.00

Write for Price List, Small Quantities.

ALLEN CO., PITTSBURGH 3, N. J.

same harvest period, but is characterized—by comparison—by a lower chilling requirement, the regular bearing of larger crops with fewer culls due to growth cracks and split pits, more exterior red color on a smoother surface of the fruit, kernels which are sweet in flavor and flowers having medium-size petals.

All patents prior to plant patent No. 425 have expired and become public property.

SPRAY FOR STRAWBERRIES

Caps of strawberries stay an attractive green instead of turning brown when young plants are sprayed with a fungicide recommended to New Jersey growers this year.

Dr. Eugene Varney, of Rutgers University, New Brunswick, N. J., suggests the addition to growers' spraying routine as a result of work he has done. Last year he controlled a fungus disease that causes spots on leaves and petioles, as well as browning of caps. As the result of his experience he recommends:

Spray one of the 10 per cent phenyl mercury materials at the rate of one pint to 100 gallons of water at the delayed dormant stage—the time when the first sign of new green growth can be seen.

In about 10 days, as the first flower buds begin to open, spray either a ferbam fungicide at one and one-half pounds to 100 gallons, or one of the captan fungicides at two pounds to 100 gallons. Repeat this treatment twice at about 10-day intervals.

Captan is recommended for the final application in preference to ferbam because captan residue is less objectionable.

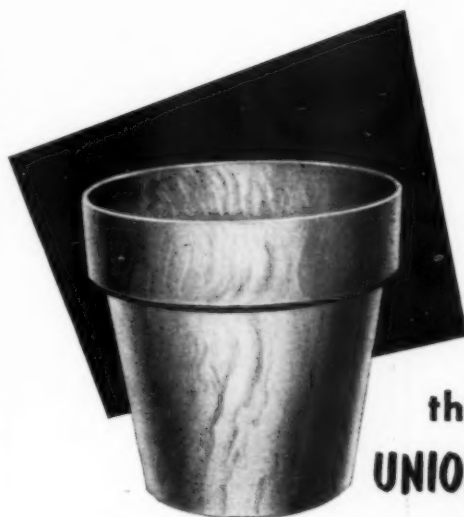
Dr. Spencer H. Davis, Jr., extension plant pathologist at Rutgers, notes that the use of this program in 1956 resulted in excellent disease control and production of beautiful berries with bright green caps.

There is an extra benefit from this treatment, too. Captan or ferbam helps to prevent the rotting of berries during wet weather.

HASTINGS' NEWEST CENTER

[Concluded from page 10]

H. G. Hastings Co. closed the downtown store formerly operated at 218 North College street. The new garden center is convenient to the better residential sections of Charlotte and is approximately five miles from downtown Charlotte. Hours of business are 9 a. m. to 6 p. m. Monday through Saturday. The center is closed on Sundays.



NOW...
the new 7"x7"
UNION PLASTIC POT!

During recent months, growers in many parts of the country have asked for a 7" x 7" pot for some varieties of plants. Now... Union presents it as the latest addition to the Union Line of Plastic Flower Pots.

Filling a gap between the 6-inch and 8-inch sizes, this new 7-inch Pot provides ample room for the roots of many of the larger and more luxuriant varieties. Available in all standard colors as well as marbled utility, it's a size that will meet the needs of growers from coast to coast.

If you operate a gift shop or garden center, write for the new Union gift shop catalog showing a complete line of plastics for home and garden.

"A size for every growing need!"

UNION PRODUCTS INC., Leominster, Mass.

Please Mention **AMERICAN NURSERYMAN** When Writing Advertisers.

Peat Moss

Seed Flats

Bird Products

Plantainers

Polyethylene Film

Burlap Squares

Menne-Pots

Cloverset Pots

Snow Fencing

Nurseries

Wilt-Pruf

Reed Mats

Wood Labels

A Complete Line of Truck Farm Containers and

The New "45" All-Purpose Tar Paper Pot in All Sizes

NEW JERSEY FARM SUPPLY COOP. ASSN., INC.

447 Market St.

EAST PATERSON, N. J.

Phone: FAirlawn 6-2342

Manufacturers and Distributors of Tar Paper Pots

CASH in . . . on BIG profits FLOCKING



Christmas Trees, Wreaths, Ornaments, Centerpieces, etc.

Our KWH Knapsack Mist Blower-Duster Combination No. 25 does a beautiful job—faster and cheaper.

- ONE MACHINE for BOTH applications.
- Most easy to operate.
- Fingertip controls.
- NO clogging trouble.
- Exclusive patented nozzle.
- Cheapest operation: Engine runs 4 hours on 2 quarts of gas.

This machine will not be idle the rest of the year: Use it for all your spraying and dusting needs. It does a perfect job!

The most versatile machine . . . only **\$285.00.**

F.O.B. Nutley, N. J.

VANDERMOLLEN EXPORT CO.

**316 Bloomfield Ave.
Nutley 10, N. J.**

Don't delay — Order today — Or write for free information.



THIS BIG HAND TRUCK Will Save You Money

Handle heavy jobs easier, faster, with fewer men. Get into places otherwise inaccessible to heavy equipment, without damage to established lawns.

HANDLES 40-INCH BALL
1500 LBS.

Write for folder giving details and prices.

We Make
3 Sizes
of Trucks

THE GARDEN SHOP, INC.

6315 W. 75th St.
OVERLAND PARK, KAN.

Phone Niagara 2-4838 (Kansas City, Mo.)

Built to
Handle
B&B
Material

Hawaiian FERNWOOD **Poles** **California Redwood**
Plants cling to it! — **NEW CATALOG**

FERN HAWAII COMPANY, Inc.
P.O. Box 216 111 West 'C' St.
TE. 4-5101 WILMINGTON, CALIFORNIA

Ideal Garden Gadgets . . .

Metal label markers with heavy-duty steel stakes and aluminum labels.
Send for folder today.

LANSING SPECIALTIES MFG. CO.
Dept. AH 57, 918 Clark Rd., Lansing 17, Mich.

BOOK REVIEWS

BOOK OF CHRYSANTHEMUMS

The title of the new volume, "The Complete Book of Chrysanthemums," is more nearly descriptive of the contents than might be expected, because the author has endeavored to tell his readers about every phase of chrysanthemum growing and use. He is Cornelius Ackerson, president of the National Chrysanthemum Society and editor of its bulletin. Intensely interested in growing this flower as a hobby, he has studied every aspect of it, and the result is a book that should be of value not only to amateur, but also to commercial growers. He is thorough in his remarks on chrysanthemums as a hobby, and the beginner will find instructions from the ground up, from sources of plants to care of them during the various seasons of the year.

Propagation, pests, frost protection, hybridization, display planting, chrysanthemum shows and even making a profit from chrysanthemums are among the topics treated in other chapters. The historical background and modern development of the chrysanthemum, its classification of bloom types and species, and varieties for various purposes are illustrated so that explanations are clear to readers. In addition to a number of black-and-white halftones from photographs and drawings which illustrate chrysanthemum types and phases of culture, there are over 20 illustrations of bloom types in color. This volume, just published by Doubleday & Co., at \$4.95, is sure to give good value to every grower of chrysanthemums.

GARDEN IN TOWN

For dwellers in urban areas where gardening space is quite restricted, "Your Garden in Town" is a book to be recommended. The author, Ruth Marie Peters, who has been writing gardening articles for 15 years and is now indoor gardening editor for Popular Gardening magazine, is quite aware of the limitations involved and seems well acquainted with the solutions for gardening in limited areas, whether a rooftop, window ledge, backyard or dooryard or in movable containers indoors or out.

This volume of 180 pages, just published by Henry Holt & Co., at \$3.75, is an attractive volume. An insert of 16 pages shows photographs

NOW...**A ~ LONG ~ LASTING
SOURCE OF VITAL POTASSIUM**

After years of research and testing, California scientists have solved the problem of maintaining potassium in good supply in any soil. The answer is DURA-K, the "potassium glass" with low solubility, high effectiveness, and a high degree of safety.

DURA-K weathers slowly, releases the right amounts of potassium into the soil month after month despite the heaviest watering.

DURA-K is truly . . . "POTASSIUM INSURANCE"

(Distributors Invited)

GLOSTEX CHEMICAL CO.
3056 BANDINI BLVD.
LOS ANGELES 23, CALIF.

AN 11-7

Please send me: (1) Full Research Data on DURA-K.
(2) FREE SAMPLE of DURA-K for pot test.

NAME _____

FIRM _____

ADDRESS _____

CITY _____

Grows Better...


PLANTER BOXES
POTTED PLANTS



ORCHIDS, CARNATIONS,
ROSES, ETC.



TURF, GOLFING GREENS

**NO SIDE EFFECTS...
WILL NOT LEACH OUT**

In many soils one application of DURA-K can supply needed potassium for a year.



reproduced as examples of gardening in small spaces. Not only are they good examples of photographic art, but they bear study by readers for the suggestions they contain. In short, concise chapters the book discusses the various problems, advantages and disadvantages of the various forms of such gardens, so that the reader has instructions on design, planting and upkeep. Particularly useful is the chapter devoted to plant material, which includes 80 pages of the book and gives a line or two about the various plants suggested for this type of gardening.

EARL H. SMITH announces that State Tree Co., Inc., Westwood, N. J., is expanding its lath-shaded area of 10,000 square feet by 50 per cent. The nursery finds the lath shade ideal for handling its selected stock of flowering crab apples and azaleas.

MOVING from Minot, N. D., to develop and manage a tropical nursery on a 550-acre tract at Punta Gorda, Fla., is Mrs. Mary Frisch. Plans for the nursery, in which Mrs. Frisch's sister, Mrs. John Livingston, Long Island, N. Y., will be a partner, include greenhouse construction and installation of an irrigation system.



TAGS AND LABELS OF
**PLASTIC - WATERPROOF FIBRE
RUSTPROOF ALUMINUM FOIL
WATER RESISTANT PAPER**
THAT ENDURE IN MOST CONDITIONS AND ARE STILL READABLE
SLOTTED - PUNCHED - WIRED - STRUNG
FOR SPEEDY ATTACHING.

Economical Too!

Automatic Multi-Color Presses, Stringing & Wiring
FREE ARTWORK ON REQUEST

EASTMAN TAG & LABEL CO.

3451 Collins Ave.
RICHMOND, CALIF.

720 E. 59th Street
LOS ANGELES, CALIF.

*Write Today
FOR BROCHURE OF
EASTMAN'S STOCK, SALE
and SOLD TAGS*

factories

Principles in Landscape Planning

By H. W. Gilbert

The object of landscape planning is to develop the land involved for its maximum use and its healthful enjoyment. The objectives remain the same for the grounds of a small home, a farmstead or a public area. Each problem must be evaluated, analyzed and finally planned for according to the situation, if one is to reach these objectives.

For example, a good farmstead landscape plan will be made with full consideration of the relationship to the problem of the people farming the land. Although the procedure of planning will be the same from farmstead to farmstead, all the plans cannot be identical. Each plan is, figuratively speaking, custom-built. The same is true of small home grounds, small rural acreages, parks, school grounds or church grounds.

In the procedure of planning there are principles which remain constant, yet there is opportunity for creative thinking and planning that will prevent monotony, or sameness, in the plans. This ability to create lies within the realm of fine art and should be encouraged among all who will discover the facts, apply the underlying principles of art and use the best available information relative to the problem.

Fundamental Procedures

Before one proceeds with the basic art principles in landscape planning he must have a clear understanding of a few facts that are the foundation of any reasonably good analysis of a problem and without which a design for living in the most functional, attractive and healthful surroundings will not be realized. Among the preliminary procedures and points of view are the following:

1. It is necessary to evaluate and analyze the existing conditions. The exploring mind will cast off any predetermined ideas in this initial stage of planning. The mind must be open for later rationalization; so component parts are incidental to the whole design.

2. A good plan must be based upon a thorough analysis of the situation. Before any selection of plants, a

wide range of co-ordination is necessary. Information must be gained relative to various kinds of engineering, work practices (in the case of farm management), architecture, soils, social life of the family and community, soil conservation, health and sanitation, the family's ability to pay, labor relationships and home management system. A good plan will coordinate all of these factors, and possibly others, with the basic art principles to determine plant masses. At this stage of planning, kinds of plants are not of any concern.

Anticipating the Future

3. Making allowances for future developments must be seen as wise when it does not prevent the reasonable progress of the work.

4. Every good landscape is a study in space composition. Even with a segment of the home grounds this is true, because the segment is to be a portion of the whole composition. Since this is true; a perception of

the whole design, except for detail, is necessary.

5. Regardless of how much is done, the work must be in good order. In other words, if one assumes all is done correctly in design, is it understood and will it be maintained?

6. Landscape planning is an art and not a craft. Handicraft enters after the complete mental process of planning. Art is expressed in the creation of the plan, craft with the construction and completion.

The Application of Art

Landscape art is the result of continued growth and summarization of an individual's experiences and impressions of other similar work and nature. Every individual has an inherent character and personality which is intangible and will be expressed in the design. This can be good, even though the quality was not conveyed by a teacher. A good landscape plan is based on sound principles of art.

Instruction in art is essentially in-

Easier PLANTING

with Roper 18" or 24" DIGGER



A planting hole in less than a minute — sitting down! It's a snap with Roper.

- 1-YEAR GUARANTEE — on complete unit with exception of wearable cutting head and shear pin.
- 10-YEAR GUARANTEE — on power gears.
- 24-HOUR FACTORY SERVICE — on all parts.
- PATENTED BEARING AT DIG-POINT — for positive auger strength.
- SAFETY SHEAR PIN — above ground, not in the hole.
- SMALLER AUGERS — 6", 8", 10", 12", and 14" also available.

Easier LANDSCAPING

with Roper REVERSIBLE BLADE

Best for all landscaping jobs — grading, terracing, ditching. Quickly attaches to all 3-point tractors.

- EXCLUSIVE FEATURE — 3" Bearing Surface at center of moldboard.
- FULLY REVERSIBLE — for back filling.
- DISC-SHAPED MOLDBOARD — for better cutting and rolling action.
- SHUNK PATENTED SAW TOOTH EDGE — for better biting action.
- 1-YEAR GUARANTEE — except wearable cutting edge.



Taken from a talk, "Landscape Improvement — Introduction to Landscape Planning," given by H. W. Gilbert, landscape architect, Purdue University, Lafayette, Ind., at the short course held earlier this year at the University of Illinois, Urbana, by the Illinois State Nurserymen's Association.

TERRITORIES OPEN TO DEALERS OF
NURSERY & LANDSCAPE PRODUCTS.
FREE RAIN GAUGE—Just for writing

Roper MANUFACTURING CO
ZANESVILLE, OHIO

direct and consists of three things, as pointed out in "Planting Design," by Florence B. Robinson:

"1. The development of discrimination, good judgment and good taste.

"2 The presentation of various techniques for the production of skill in the transmission of ideas.

"3. The creation of a memory content of the work of the past and the present derived from reading and study, from observation and from travel."

Five principles are accepted as basic to all good art and architecture: Simplicity, scale relationship, balance, sequence or gradation and focalization of interest or climax. Applied in the plan, they will establish unity and harmony.

Unity provides a sense of oneness. Each component part in the plan is controlled to harmonize with the other parts, and together they form a unified composition. Unity can be had by designing an orderly and related system of land-use areas within the plan; having similarity in architectural treatment (style, mass and color); controlling the effects of lines as expressed in walks, drives, fences and plant masses in scale relationship to land areas and structural masses within the boundaries, and by utilizing harmony of form, texture and color within the plant masses and other related plants. The goal of the plan is harmony. This is achieved when the five basic principles of art are exhibited in agreement. Beauty is complete unity of organization. Ugliness is lack of unity.

Five Basic Principles of Art.

Following are the five basic principles of good art and suggestions on their application in landscape work:

1. Simplicity — A few kinds of plants well combined are better than a collection of many kinds. The same is true of lines and forms.

2. Scale — The proportionate size of one part of a landscape to another and of each part to the whole must be stabilized to be harmonious. With some established areas, such as a farmstead, this is a real challenge to design, because of the varying sizes of buildings and their relation to each other and the surrounding areas. That is why the unification of buildings by color scheme and use of board fences strengthens unity and harmony. The addition of appropriate plant masses also improves the scale of the composition. The attention should be directed to the scale relation that tree and shrub masses bear to one another or to their surroundings. The length of line masses on the ground and the

Now is the time to order SCALECIDE



— the most effective and best-selling dormant spray

For over 50 years Scalecide has been the No. 1 dormant spray—in effectiveness, sales and profits. It provides the safest and surest way to kill scale, aphids, red mite and other overwintering insects on fruit trees, shade trees, ornamentals and shrubs.

Be prepared to profit from a good dormant spray season by ordering your Scalecide now.

	Retail	Packed	Dealer
1 pint	\$0.95	12 to case	\$ 6.84
1 quart	1.39	12 to case	10.00
1 gallon	3.25	6 to case	11.70



PRATT'S 72% CHLORDANE

This versatile insecticide concentrate gives customers an easy do-it-yourself way to control termites. A timely product for grub-proofing, too. Contains 8 lbs. of Chlordane per gallon.

	Retail	Packed	Dealer
4-ounce bottle	\$1.25	12 to case	\$ 9.00
1/2-pint bottle	2.00	12 to case	14.40
1-pint bottle	3.59	6 to case	12.92
1-quart bottle	5.65	6 to case	20.34

PRATT'S NEMAGON

An emulsifiable concentrate of Nemagon soil fumigant which controls nematodes in established turf and on roots of many vegetables, melons, flowers, fruits, shrubs and trees. Safe for pre-plant or post-plant treatment.

	Retail	Packed	Dealer
1-pint bottle	\$4.00	6 to case	\$14.40
1-quart bottle	7.00	6 to case	25.20



Prices slightly higher west of Mississippi River.

Write for prices on the complete Pratt line

B. G. PRATT CO.

189 Twenty-First Ave., Paterson, N. J.



Contact
ROUGH BROS'
for Custom built
GREENHOUSES

Aluminum — Wood or Sisal Glaze

GREENHOUSE MATERIALS } Asbestos Benches.
Polyethylene —
Floral Breeze
Steam-Flo.
Labor Available



ROUGH BROS'
4229 SPRING GROVE AVE.
CINCINNATI 27, OHIO
WRITE FOR FREE CATALOG



When buying horticultural knives and shears INSIST on TINA—the only German brand recommended by the German Nurserymen's Association.



Write for illustrated catalog and address of nearest dealer.

HERMANN A. WIRTH
LEVITTOWN, N. Y.



Yes, cash registers across the nation are ringing up sales for nurseries and garden supply shops where PATIO WOOD California Redwood planters and tubs are sold. PATIO WOOD products are a double-profit item. You sell the planter—then the plant! PATIO WOOD products are nationally pre-sold in leading consumer magazines. Orders are already waiting to be turned over to dealers. We have dealership openings. Write today for complete catalog, price list and sales aids. Sell the Redwood planters all America asks for and let your cash register ring for YOU! Avoid disappointment—write TODAY!



PATIO WOOD PRODUCTS

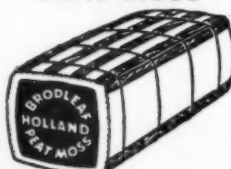
835 Commercial St. • San Gabriel, Calif. • ATLantic 7-9374

"BRODLEAF" Imported HOLLAND PEAT MOSS

- ★ THE ROOTS SCREENED OUT.
- ★ YOU GET THE BEST PART —
- ★ THE PEAT FLAKES.

Carlot Inquiries Invited . . .

Also Ask for Special Offer Holland Burlap Squares.



HALF MOON MFG. & TRADING CO., INC.

90 WEST STREET—NEW YORK 6, N. Y.

Telephone BARclay 7-8357

Over 50,000 trees flocked last year with our

"ADHERO" FLOCKING ADHESIVES

Assure prompt delivery—start early
Phone or write today

ADVANCE ADHESIVES, INC.

125 W. 46th Pl.

Phone: KE 8-2121

Chicago 9, Ill.

BALED SHINGLE TOW (CEDAR SHAVINGS)

WM. A. JOHNSTON

1522 N. W. Thurman St. PORTLAND 9, ORE.

Restore Your Soil to
Virgin Fertility—With

VITALOAM

LABORATORIES OF SOIL
& PLANT RESEARCH, INC.
LANCASTER, OHIO

length of shadows cast affect the scale relationship, as do the height and the breadth, or mass.

Balance

3. Balance — *Symmetrical balance*: Regular balance, such as is given by two identical forms on either side of a center line, called the line of axis. This type of balance may look hard and unnatural. It is a characteristic of a formal landscape design. It denotes the man-made. Most farmsteads are so arranged that symmetrical balance is least desirable, and no use of it should conflict with the harmony of the whole. *Occult balance*: Natural scenes are the result of unequal spacing and unequal masses. Occult, or unsymmetrical, balance is attained in a similar way on opposite sides of some axis or view.

4. Sequence or gradation — The change and movement of the eye is the result of the placement of plants or plant masses in a predetermined succession, based on knowledge and experience, so as to retain the unity and harmony of the whole scene. The gradual and easy leading of the eye to a focal point to make a pleasant, stimulating and lasting impression on the mind is called focalization of interest. The focal point, or climax, may be different in accordance with the general plan. In one case it may be a birdbath, in another a statue. Other cases might call for a shelter house, a rose arbor, a pool, a pond, a group of trees, a single tree or even a sunset. There is much latitude in the choice of this accent.

Previewing Plans

In deciding upon his design, the landscape architect submits the product of his imagination to his own criticism. He may be able to express his tentative decisions graphically and so give himself something visible to consider, but, for the most part, he must call up his projected design before his mind's eye and accept, discard, modify and recast until the result is the nearest approach to perfection that he can achieve.

In approaching his problem he must first make a choice among ideals to be expressed. The determination of the designer's ideal for any particular design may well be a result of the apparently conflicting considerations of use, appearance and desires. He may, for instance, be obliged to choose an ideal more modest than that which he would have taken if no financial considerations had intervened. But it is as much an artistic triumph to work out a good design for the informal surroundings of a cottage as it is to plan the ter-

Screen Type PICKET FENCE

... ADDS PRIVACY TO YOUR LANDSCAPING

Most homes need special screening against unsightly views, around play areas, swimming pools or for containing small animals. Form nice backgrounds for plantings. Dowel construction—easy to assemble. Stringers, posts and half-round palings all peeled, white cedar. Shipped K. D. or in 8 ft. assembled panels. Write for catalog giving heights, etc.



Also Catalog shows Old English Post and Rail Fences—2 to 5 rail—all types. Have installations throughout U.S.A.

Gates, Lanterns, Rustic Tables and Settees.

Shipped from Toledo or our W. Va. Yards.

WOOD PRODUCTS CO., Toledo, Ohio

race gardens of a palace. The designer may be obliged to make adjustments and accept substitutes in choosing an ideal, but no compromise should enter into his working it out.

RETAIL SALESYARDS

[Continued from page 87]

consult them frequently and respect their advice.

Among the best paid men in large retail mercantile organizations are the so-called merchandise men. Their job is to sell the merchandise—not over the counter as clerks, but by creating a desire for it. They are idea men, and they are paid for thinking. Their ideas are translated into effective advertising, attractive and unusual displays and enthusiasm on the part of the folks selling the merchandise.

Let's consider the task of merchandising nursery stock. The chances are you will have to act as your own merchandising man. Aside from evergreens, including the broad-leaved types, nursery stock display poses a tough problem. Dormant, leafless trees and shrubs are anything but attractive, except in a poetic sort of way that does not fill the cashbox. Since the dead-appear-

Announcing the NEW illustrated book . . .

"GARDEN PLANTS IN COLOR"

To be released next spring. PRICE \$36.00



The book contains over 300 full color illustrations of plants with botanical and common names, as well as descriptions of growth habits and physical appearance. An excellent nurseryman's reference and sales manual. Plants illustrated in this volume include:

BROAD LEAVED EVERGREENS	CONIFEROUS EVERGREENS
DECIDUOUS FLOWERING SHRUBS	AZALEAS
TREES, SHADE AND FLOWERING	CAMELLIAS
VINES AND GROUND COVERS	RHODODENDRONS

"Garden Plants in Color" is loose-leaf, bound in a durable semi-flexible cover containing 19 metal rings for slotted hole punching. Sheets may be removed for posting. Page size 8 1/2 x 11 inches, lithographed on heavy gloss enamel paper, printed on one side only. Completely indexed. Write for sample pages.

Published by

Sweeney, Krist and Dimm

535 N. W. 16TH AVENUE • PORTLAND 9, OREGON

ing "brush" cannot be made attractive in itself, you must strive to arrange it in such a way that your customers' interest will be aroused.

Plan your displays thoughtfully, keeping in mind that your salesyard is really an outdoor store. Insofar

as you are able, display the fastest-selling items in the most accessible places; place the slow sellers in the remotest parts of the yard. In this way you can save many steps.

You have noticed how the super-market manager classifies his mer-

SAVING THE MOST time and temper COAST TO COAST

REDHEAD CAN SHEAR



cuts ALL cans

- CLEANLY
- SWIFTLY
- SAFELY!!

Retail: \$7.50

Nursery Price:

1 only \$ 7.00

2 for 13.50

3 for 18.00

Postage extra.

Pkg. wt., 4 1/2 lbs.
each.

HANDY-MAN GRIPZIT



- SAVES

wear and tear
on cans and
fingers.

Retail: \$3.25

Nursery Price:

1 only \$3.00

2 or more

\$2.75 each.

Postage extra.

Pkg. wt.,

3 1/2 lb. ea.

Both of these tools have
been copied.

Look for this "Handy-Man"
label. Be sure of getting
the *genuine* — buy **AYER-
LINE** from our authorized
jobbers. They can save you
freight and time.



From Maine south through Virginia,
west through Pennsylvania and West
Virginia, write A. H. GUTBROD CO.,
Box 96, Irvington, N. J.

From North and South Carolina, Georgia,
Alabama and Florida, write
COLUMBIA NURSERY SUPPLY CO.,
Box 5068, Columbia, S. C.

From Illinois, Indiana, Ohio, Kentucky
and Tennessee, write A. M. LEONARD
& SON, Piqua, O.

From Kansas, Missouri, Oklahoma, Arkansas,
Louisiana, Mississippi and Texas,
write VERHALEN NURSERY CO.,
12140 Harry Hines Blvd., Dallas, Tex.

From Unnamed States Write to:

Ayer-Line INDUSTRIES, INC.

700 Jones St. BERKELEY 10, CALIF.

chandise and displays it accordingly — breakfast foods all in one section, canned vegetables in another, spices in another, etc. Locate the right section and you will find the article you are looking for, or you have a right to assume it isn't in the store. Follow the same practice in arranging your displays. Hit-and-miss arrangements are mighty discouraging to the shopper. If he is looking for shrubs, he should find them all in one section. The same should be true of fruit trees, evergreens, roses, hedge plants, perennials and whatever else you are selling. Place the lower-growing plants in front, so they will not be obscured by the taller ones. Reserve space in each section to take care of additional varieties you might want to add later on.

Heeling in Stock in Beds

You can heel in (nurseryman's term for temporary planting) the nursery stock directly in the ground in the display beds, or it may be heeled in in bins or beds made of boards on edge and filled with peat moss or sawdust. These beds should be from 10 inches to a foot deep. The chief advantage of using bins is the ease with which nursery stock is heeled in upon arrival and removed after it is sold.

Nursery stock heeled in in the ground keeps better, and if it is unsold at the end of the season it can be left where it is until the next season. Be sure to leave plenty of room between plants, so that when one is removed those adjoining will not be disturbed too much.

A successful salesyard that we once visited was patterned after the displays in the dime store. There were several wide aisles running the length of the yard. Between these aisles and at right angles to them were the beds of nursery stock, corresponding to the store counters. The trees and shrubs were planted in rows across the beds, which were of such width that one could reach to the center of the bed. Thus every plant was accessible from one side of the bed or the other. The rows in the beds were spaced far enough apart to permit a man to walk in and dig any plants without interfering with adjoining rows.

No small part of the success of this salesyard was due to the practice of labeling plants by name and pricing everything. Price is important to the average customer. He wants to know the cost before he makes up his mind to buy. You have seen merchandise attractively displayed in store windows but with the price tag removed or carefully

BOOKS for Nurserymen

Better Fruits and Flowers

For northeast and midwest. New, greatly enlarged edition. Illustrates in full color 430 items, ornamentals and fruits, popular in these areas. 96 pages in full color, 8 1/2 x 11 ins. in size, with substantial cover. **\$4.00 each.**

Dependable Plantings

Northwest Plate Book. Developed for severe cold climate areas. 179 subjects in full color. 32 pages, 9 x 12 ins., with durable cover. **\$1.50 each.**

Flowers and Fruits

For the southwest. Illustrated in full color—320 items—64 pages in color with heavy durable cover. 8 1/2 x 11 ins. in size. **\$3.00 each.**

Standard Nursery Catalog

48 pages and cover. Nicely illustrated. **50c each.**

New Evergreen Folder

25 popular items of narrow-leaved evergreens—in full color. **15c each.**

New Shrub Folder

31 popular flowering shrubs in full color. **25c each.**

Correct Planting Methods

A pocket-size, 48-page booklet. Very complete but concise information, well illustrated. Helpful in preventing claims for dead stock that cost nurserymen money. Sample, **10c.** Write for discounts on quantities.

Write for Quantity Discounts.

Cash with order, please.

A. B. MORSE CO.
ST. JOSEPH, MICH.



"NEW ERA" SHREDDER

SAVE TIME AND
LABOR BY DOING
MORE

MECHANICALLY
AND LESS
MANUALLY—

DOES ALL THE
JOB—NOT JUST
PART OF IT.

Several Models
Available
Write for Details.

TORMEY'S

Phone: AT 7-0101
P. O. Box 428-T
TEMPLE CITY,
CALIFORNIA

SAWDUST MAKES GOOD FERTILIZER

You can apply 15 tons of sawdust per acre to build rich topsoil rapidly, and greatly increase nitrogen level, if you use the **ActivO** process. Cheaper, more permanent and better soil condition than with chemical fertilizer. No compost heap making. Apply now or any time. Rush post card for free bulletin, "How to Turn Sawdust into Gold."

Buy **ActivO** thru jobbers. Retail packages at \$1.39 to \$29.95, and bulk. Good nursery trial size for sawdust-fertilizer is \$29.95 . . . enough for 1 1/4 acres.

The **ActivO** Process

BENSON-MACLEAN

BRIDGETON 2, IND.

turned down. Your reaction is a feeling that the merchandise is expensive.

In the salesyard we are describing, each section was identified by a neat but legible sign, and no doubt was left in the mind of the customer about the prices. Where possible, varieties were grouped under one price, which was shown on a small sign on the bed. When this was not a practical procedure, each variety and size was priced separately. In some cases, such as evergreens, each specimen carried a price tag.

Operators of salesyards may find it desirable to build lath or shade houses over their bins. This is especially true in areas subject to high summer temperatures. The shade will protect plants from excessive heat and reduce the number of times they have to be watered and increase the comfort of purchasers. Instructions for constructing shade houses will be found in the chapter on "Garden Centers."

Evergreens are your best bet for front-window dressing. They are green the year around and lend themselves readily to rich, attractive displays. A demonstration planting around your office or service building, showing effective ways to use evergreens at entrances, corners and intersections, will help you make many sales. Several well-balanced groups of evergreens planted at strategic points in the salesyard will pay dividends, but don't go in too heavily for demonstration planting. Those who have gone all-out on the idea find that it does not produce results commensurate with the expense of planting and maintaining such displays.

Handling Evergreens

Evergreens need special handling. Usually the roots are dug with a ball of soil, which is wrapped with burlap. Because of the size and weight of the balls, it is not practical or economical to heel them in in the ground and dig them out again after the trees have been sold. A better way is to make bins about a foot deep and cover the balls with peat, sawdust or shavings in these bins. Don't let the balls dry out, because that will be fatal to the evergreens.

A word of caution will be in order here: Never lift an evergreen by the top; be sure to instruct your employees in this. Handling evergreens by the top will break the roots loose and injure the ball. Always handle the trees by lifting the balls of earth. If you have any evergreens left over at the end of a season, you can plant them in the ground to carry them

BELIEVE IT OR NOT!

29 out of 30 nurserymen questioned are giving a refund from 5c to 10c on each empty PLANTAINER returned to them by the buying public because . . . 85 per cent of the customers who return to collect the small refund make an ADDITIONAL PURCHASE OF NURSERY STOCK AT THAT TIME.

TRY THIS SMART SALES GIMMICK!

INSIST ON GETTING YOUR NURSERY STOCK IN ATTRACTIVE

PLANTAINERS

NO CUTTING
TAP IT AND ZIP!
OUT COMES THE
PLANT
RE-USE THE
PLANTAINER



Weight—10 ounces
Height—6 1/2 inches
Diameter—Top 6 inches
Bottom 5 1/4 inches

Green Baked Enamel Paint
Durable 30G Tintplate
Patent No. Des. 167009

NURSERY METAL POTS, INC.

310 Battery St.

San Francisco 11, Calif.

Phone: Douglas 2-6417

ORDER TODAY from:

Hill Stock Farm Co.
Dundee, Ill.

Willis Nursery Co.
Ottawa, Kan.

Semmes Nurseries
Semmes, Ala.

Casadaban Nursery
Low Davis Rd.
Abita Springs, La.

North State Nursery Co.
Julian, N. C.

Columbia Nursery Supply
P. O. Box 3068
Columbia, S. C.

Portland Wholesale Nursery
5050 S. E. Stark St.
Portland 15, Ore.

Sheridan Nurseries
Oakville, Ont., Canada

Wood-Howell Nurseries, Inc.
No. 11 Lee Hwy.
Bristol, Va.

New Jersey Farm Supply
449 Market St.
East Paterson, N. J.

Forest Hills Nursery
3736 Highland Dr.
Salt Lake City, Utah

Meadows Brothers
P. O. Box 146
Altadena, Calif.

or write:

PRINTING FOR NURSERYMEN

Better Quality—Lower Prices

Prompt Service

Moisture-resistant labels, plain or printed, single or sheets for typewriter use. Wide variety, lowest prices.

Shipping tags, color broadsides, catalogs, price lists, order blanks, order books, stock records, gummed labels, blotters, salesbooks, distinctive stationery.

Letterpress and offset printing. Write for free samples and prices.

THE TINGLE PRINTING CO.

SINCE 1907

PITTSVILLE, MD.

Superba Brand REED MATS

Write for prices today.

NEW YORKER BAG & BURLAP CO.

651 Marshall St.

Elizabeth, N. J.

ADAIR'S MONEY-MAKERS

Tree Diggers — Root Pruners

Special Cutter Blades

CHARLES ADAIR CO.

1225 Cottage Grove Ave.

CHICAGO HEIGHTS, ILL.

NURSERICANS...

The Modern Steel Container
(trade designated as one, two and three-gallon sizes.)

THE LERIO CORP.

MOBILE 6, ALA. VALDOSTA, GA.

No. 46-S—"CELLU-SNO" FLOCK, IN BULK — Sparkling, Fire-Retardant

5 lbs.	White	\$ 4.50
10 lbs.		8.50
50 lbs.		37.50
100 lbs.		70.00
500 lbs.		340.00

No. 46-S — COLORED "CELLU-SNO" FLOCK IN BULK—Sparkling, Fire-Retardant

5 lbs.	Pink, Blue, Yellow, Light Green, Chartreuse, Orchid	\$ 6.25
10 lbs.		11.00
50 lbs.		47.50
100 lbs.		90.00

FLOCKING GLUE

1 gal.	\$1.50
5 gals.	6.00

FLOCKING GLUE CONCENTRATE

1 gal.	\$2.75	5 gals.	\$9.50
-------------	--------	--------------	--------

(Each gal. of concentrate will make 2 gals. of glue.) Full directions given with each order.

Write us for prices on hand and power flocking guns.

"CELLU-SNO" samples sent on request.

NOTE—Full directions for successful flocking sent with each order.



"CELLU-SNO" FLOCKING GLUE

In Aerosol Cans

Fire-resistant flocking glue in 16-oz. pressure cans. Packed 12 cans per case. Per case\$12.80

Retails for \$1.79 each.

TERMS—C.W.O. unless credit has been established. No C.O.D. shipments.

ECONOMY FLORAL SUPPLY CO.

Box 96

Menasha, Wis.

SPEEDI-FLOC GUN



A new type of flocking gun which has only one adjustment and operates off an ordinary tank-type vacuum cleaner to give perfect results. Can be attached to either a 1 or 2-qt. glass fruit jar and does a superb job on production line flocking.

Each.....\$3.95

Include 40¢ extra if this gun is to be shipped via parcel post.

ADAPTER—to fit Speedi-Floc Gun so that same can be used with regular air compressor. Each\$2.00

DO-IT-YOURSELF "CELLU-SNO" FLOCKING KIT



Contains 1-lb. bag sparkling, fire-retardant white "CELLU-SNO" flock, 16-oz. Aerosol can flocking glue and flock gun.

Packed 12 kits per carton.

Per carton of 12\$50.04

Each4.17

Retails for \$6.95 each.

Full directions for use enclosed with each kit.

ARROW/NAMSCO PEATS = SALES REPEATS



FINELY GRANULATED
HIGHLY ABSORBENT
TOP-QUALITY
CANADIAN AND EUROPEAN
PEAT MOSS

Prompt Shipments
"Hollandia" Burlap
SQUARES
REED MATS

for Coldframes

Write for Prices
State Requirements

NEW AMSTERDAM IMPORT CO.
101 W. 31st St., NEW YORK 1, N. Y.

MIST-A-MATIC

THE BEST — MOST DEPENDABLE AUTOMATIC MIST PROPAGATION SYSTEM
MISTING CYCLES EXACTLY CONTROLLED BY WEATHER CONDITIONS

also

COMPLETE GREENHOUSE AIR-CONDITIONING AND MISTING SYSTEMS
FAN AND PAD — HIGH AND LOW-PRESSURE MIST NOZZLES — SOLENOIDS, ETC.

Write for details—designs—or individual problems

E. C. GEIGER CO., P. O. Box 270, NORTH WALES, PENNSYLVANIA

over until the following season. It will be necessary to re-burlap them

Allied Sales Lines

One of the big problems in all types of nursery business is to manage an income between the main planting seasons. In most sections of the country, the heaviest sales of nursery stock are in the spring. The next best season is in the fall, but during the rest of the year, sales fall off sharply. The cash-and-carry nurserymen have an advantage in this respect, because they can sell allied lines of merchandise during the summer. Bedding plants, vegetable plants, seeds, insecticides, fertilizers and garden tools are some of the lines that fit in well with the cash-and-carry nursery business.

You will find that these additional items will bring more customers and increase your volume of business. A customer for a bag of fertilizer is a potential buyer of a rose garden, and vice versa.

There are some, no doubt, who will object to a nursery's offering anything but nursery stock, just as they are opposed to drugstore's selling sandwiches, tobacco shops' selling haberdashery and grocery stores' selling toothpaste and aspirin. The customer has no such prejudices. If you can supply him with what he wants, that is all that interests him. These shifts in retailing have come to stay, and further rearrangements are on the way.

Victor Lebow, a marketing specialist, writing in Harper's magazine for July, 1945, said, "Many retailers who desire to stay in business will either have to offer some specialty to a very restricted group of customers or adapt their stores to the trend toward mass distribution, for that is the direction in which retailing is headed." The experience of retailers during the past 10 years has demonstrated the truth of Mr. Lebow's prediction.

Selling Methods

In selling, first of all you must induce the customer to call on you. Retailers call this "getting traffic." Neat, attractive signs along the approaches to your salesyard will help to accomplish this. By all means, keep the signs in good repair and the paint job fresh. The signs themselves can be landscaped to increase their effectiveness. Neon-lighted signs are useful for night advertising.

Do not attempt to put much on any sign, unless you are located in an area where traffic must move slowly, because it is hard to read a long message when traveling at high

reason. It
ap them

ns in all
to man-
he main
ctions of
sales of
ng. The
fall, but
sales fall
nd-carry
ntage in
can sell
during
s, vege-
des, fer-
some of
with the
ess.
ditional
ers and
iness. A
zer is a
en, and

who will
ing any-
as they
selling
selling
es' sell-
he cus-
If you
wants,
These
o stay,
are on

g spe-
gazine
etailers
ss will
alty to
omers
trend
that is
ing is
tailers
emon-
s pre-

st in-
you.
ffic."
e ap-
help
eans,
d the
hem-
rease
ghted
sing.
h on
d in
move
ad a
high

speed. The Burma Shave idea of dividing the message among several signs is a good one to follow if you want your signs read, but do not overdo this idea. Always state your message in dignified and informative terms.

Make it easy for your customers to recognize your salespeople by putting them in uniforms; coveralls for men, jackets for women, with the name of your business across the shoulders, will do the job. Be sure the uniforms are kept neat and clean. Insist that your salespeople be courteous and helpful at all times.

Are you worried about selling nursery stock because you do not know much about it? That need cause you little concern. Much more important are your personality, your natural ability to sell and your attitude toward the business. Some folks are born salesmen. Many others acquire the art. The principles are the same for any kind of selling. We do not propose to present a course in salesmanship, but perhaps the following suggestions may guide you in the right direction.

There are many good books on salesmanship. A thoughtful reading of one or two should prove helpful. Observe the methods of any good salesmen you know, especially those in retail establishments. The more knowledge you have of the products you are selling and their uses, the better prepared you will be to sell them. You can pick up much information by reading descriptive nursery catalogs or, better still, by visiting large nurseries during their growing season.

Plant Knowledge

Technical knowledge of plants is not essential. We would much rather take a chance on making a salesman of one who knows nothing about nursery stock but has a pleasing personality and some sales ability, either natural or acquired, than on the most highly trained horticultural technician. Do not interpret this statement to mean we believe the less one knows about a product, the easier it is for him to sell it, or that the technically trained person cannot sell. Quite the contrary. You cannot know too much about your product. But there is a big difference between technical information and the kind that interests the public.

For example: Suppose you were to tell the customer that the botanical name of flowering almond is *Prunus glandulosa*, that its branches are glabrous or slightly pubescent and that the leaves are broad elliptic to obovate. The customer probably



Hoffco Model H.D.* BRUSHCUTTER

"Cutting Christmas trees is a snap with the Hoffco H.D.," according to Bill Van Slooten of Vans Pines, West Olive, Michigan. Backed by a 5 H.P., 2 cycle engine, the 10" circular blade makes short work of tree cutting up to 6" diameter, in fact, 4 to 1 over the old axe methods, saving nothing of time lost in butt resawing. The built-in "Powermatic Thumb Button Throttle Control," plus the positive balance 360° rotating guide handles, snap connected to the 3-way adjustable shoulder harness, cuts down operator fatigue. Also, these features, along with an all position carburetor, allow the operator to cut in all positions—up, down, sideways, vertical cuts or horizontal cuts. OH yes, the weed blade accessory is invaluable in weed clearing.

Why not write today for full particulars to Dept. H. D., Hoffco, Inc., Richmond, Indiana.

Immediate delivery for this season's cutting.

***Heavy Duty TM**

Hoffco, inc. Richmond, Indiana

EVERGREENS, by L. L. Kumlien. How to select, plant and care for evergreens. 91 p., illus. **\$1.50** postpaid. American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

Top-Quality

Dutch and Domestic

BURLAP SQUARES TWINES

Jute—Sisal—Binder Twine

Write for our low prices and samples.

HALPERN BROS.

272 S. 2nd St. PHILADELPHIA 6, PA.

CHRISTMAS TREES, BOUGHS

For greater profits buy fresh-cut, fragrant, nursery-grown Pines, Spruces and Firs or cultured Balsam offered by 180 experienced members of Michigan Christmas Tree Growers Association. List now available. Write or phone:

Gale H. Gibson, Secretary

**MICHIGAN CHRISTMAS TREE
GROWERS ASSOCIATION**

1023 E. Grand River Ave.
East Lansing, Mich.

NOW... A SPECIAL
Taubman
BLACK INDELIBLE
MARKING PEN

TO MARK
WOOD LABELS
AND TAGS

MODEL #329 N

4 1/2
INCHES
LONG **39¢**
Fed. Tax included

- Disposable... No refills
- Quick drying
- Fade proof • Run proof
- Not affected by rain, snow, insects, soil bacteria

INQUIRIES
FROM WHOLESALERS INVITED

SEND YOUR
TRIAL ORDER
FOR ONE
DOZEN PENS
TODAY

FOR QUICKLY
IDENTIFYING
TREES, SHRUBS,
PLANTS

SAMUEL TAUBMAN & CO.

176 Madison Ave. NEW YORK 16, N. Y.

For TOPS IN CROPS



Specify
RAIN BIRD
SPRINKLERS

A sprinkler without the Rain Bird name just isn't the same, for only Rain Birds have all the advantages that have made them world famous.

There's a Rain Bird designed for your specific irrigation needs. Every Rain Bird sprinkler advancement has been field-tested... and in the field, Rain Birds never have been bested!

For top yields... top quality... specify Rain Bird! See your dealer today, or write for helpful literature.



NATIONAL RAIN BIRD
SALES & ENGINEERING CORP.
Azusa, California

RAINY SPRINKLER SALES
Division L. R. Nelson Mfg. Co., Inc.
609 W. Lake St., Peoria, Illinois

would be duly impressed by your learning, but do you think you would have created a desire to buy? Of course, this illustration is greatly overdrawn, but we have actually observed comparable examples. On the other hand, the customer might tumble hard if he knew that the flowers were like tiny, double, pink roses appearing in early spring before the leaves come out, and in such large masses that the twigs are obscured, that the shrub takes drought and heat in its stride, that it never grows too rank to get out of bounds.

Women who have a great love for plants often make excellent salespeople. Their enthusiasm is contagious. It is easy for them to sell because they know firsthand what pleasure is to be had from growing things and, like all fans, they are anxious to share their fun with others. It is a common practice to employ women in salesyards with satisfactory results.

Landscape Principles Helpful

Some familiarity with the principles of landscape design is desirable in a nursery salesman. One way to acquire this knowledge is to study some of the many books on landscape gardening written for laymen. Correspondence courses in landscape gardening are offered by at least two correspondence schools. A conscientious study of one of these courses will give you an excellent foundation on which to build.

The average cash-and-carry customer does not know exactly what he wants when he calls at your nursery. He may have a vague idea, but usually he will require some help before he makes up his mind. He may prefer just to walk around for a while to see what you have and what appeals to him before he is ready to talk to you. Be tactful in such cases and do not press for a sale until he shows some signs of wanting to talk things over. Try to get him to outline his problem fully; then you can make more intelligent suggestions and be more helpful to him. On the other hand, if the customer knows exactly what he wants, never try to argue him out of it, unless it involves plants that are utterly unsuited for his purpose.

No method of selling has ever been devised that will make so high a percentage of customers out of prospects or orders out of inquiries as personal salesmanship. It is well to keep this in mind at all times and for your salesmen to be made aware of it, too. When your prospect calls on you, you immediately gain a great advantage; so do not miff it. No amount of

SURPLUS SALE
Save Now —
New Low Prices

ALL BRAND NEW

WALL FINNED TUBE
RADIATORS

1 1/4-Inch Pipe—
4 1/4-Inch Fins

ONLY \$1.50 per lineal ft.

2-Inch Pipe—4 1/4-Inch Fins
ONLY \$1.60 per lineal ft.

All Prices F.O.B. Chicago
Warehouse.

Other sizes available.

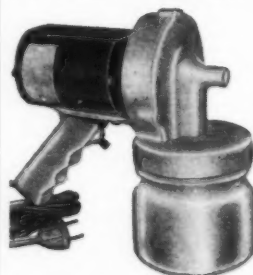
Ask for price list.

STAR LUMBER CO.

201 W. 87th St.
Chicago 20, Ill.

Phone: HUDson 3-8040

Portable FLOCKING GUN



Do
Your
Own
Flocking

Electric, plug-in flocking gun for any job. No special spray room, air tank or compressor needed. Flock Christmas trees, evergreens, wreaths, sprays, glass, pottery, metal. Uses any type and color flocking material. **Flocking Kit** includes portable flocking gun, adhesive sprayer, 1 qt. adhesive, 1 lb. each of white and pink flocking material \$39.95

Flocking Gun, only \$29.95

Prices F.O.B. Seattle.

DAVID L. JONES WHOLESALE FLORAL CO.
1401 Ninth Ave. Seattle, Wash.

RAFFIA

Headquarters for
A. A. WESTCOAST and
X. X. SUPERIOR RAFFIA

Can make immediate shipment

ALSO GOODRICH BUDDING STRIPS

THOMAS MEEHAN & SONS

482 W. Germantown Pike
PLYMOUTH MEETING, PA.

newspaper advertising or direct-mail follow-up will be so effective as what you say and do when the customer is in your presence.

Ban High Pressure

Remember that employing high-pressure methods to make a sale is worse than making no sale at all. The largest department store in the world gives its salespeople strict instruction not to use any pressure to make a sale, because the management knows that the ill will caused by such methods more than offsets the profit from the sale. A prospect who fails to buy today may be back tomorrow if he is treated with so much courtesy and consideration that he knows he is welcome whether he comes to buy or only to browse. If you want to test the truth of this statement, put yourself in the customer's place. The chances are you can think of some stores that you never go into at all if it can be avoided, because you are made to feel uncomfortable if you do not buy.

Whoever is selling for you should be thoroughly familiar with your merchandise, so that he can tell the customer promptly whether or not an item is in stock. One way to accomplish this is to provide each salesman with a list of plants on sale, their prices and a key to their location in the yard. The salesman should eventually become so well acquainted with the stock and prices that he will not need to refer to his list.

Many of your visitors will come out of curiosity or with only a half-formed notion of buying. These are the ones on whom you will have to practice the art of salesmanship with all your skill. Your job will be to arouse so strong a desire for your products that the prospect will become a customer. In order to do this, you should be thoroughly familiar with the reasons why it is desirable to buy nursery stock. We refer to these as selling points.

Selling Points

Here are a few of the more obvious selling points: No investment of equal cost will increase the value of your property so much as nursery stock. Improvements consisting of nursery stock continue to grow in value year after year; all other improvements begin to deteriorate immediately. A well-landscaped home will sell far more readily than one which has no planting at all. Homes, schools, offices and factories with beautiful surroundings make happier and more efficient occupants. It is fun to grow your own fruits and

HOWARD ROTAVATOR

"GEM"

WILL MAKE MONEY FOR YOU



The Howard ROTAVATOR "GEM" is the machine for the professional. This rotary tiller has the exclusive self-sharpening ROTAVATOR blades. Their "slice-loosen-mix" action mixes down crop residues, fertilizers and weedicides, and makes an even loose tilth in which your seedlings will flourish.

The machine has a reliable Wisconsin AEN or TF engine, and 20", 24" or 30" tillage widths. Three forward

speeds plus reverse give it a ground speed from 0.84—1.87 mph, depending on the work to be done and the condition of the soil. As much as 25,000 sq. ft. per hour can be tilled with the "Gem".

The "Gem" can be equipped with a furrowing attachment, and a furrow covering attachment. It can also be adapted for use as a stationary soil shredder for producing finely pulverized potting soil.



EM series tractor-mounted ROTAVATOR for tractors up to 45 hp. 50 and 60 inch tillage widths. Offsets up to 15 in.

WRITE TODAY FOR FACTUAL, INTERESTING LITERATURE

Howard Rotavator Co., Inc.
1630 East Davis Street
P. O. Box 38, Arlington Heights, Illinois

Please send me literature about the
Howard ROTAVATOR GEM ☐
Howard ROTAVATOR EM series ☐

Name _____

Address _____

City _____ State _____

IT COSTS NO MORE
(and in most instances less)
FOR OUR PACKING OF
Nursery Burlap
Squares and Rolls

Write for prices and samples

L. ATKIN'S SONS
P. O. Box 167 Rochester, N. Y.

Mention The American Nurseryman when you write.

as low as
92¢ per 1000

PAPER STRAP LABELS

Lowest-priced labels for field use and shipping. Made of tough fiber paper . . . extremely durable even when used in roughest weather. Supplied in perforated gangs—easily detached. 1000 per package—no packages broken. Easily marked with pencil or pen. Prices for printing upon request.

Style	1000	5000	10,000
SE-2713	\$2.00	96¢	92¢
(Plain)		per 1000	per 1000

Catalog FREE: complete line of flower, plant and tree identification labels and supplies.

National Band & Tag Co.
Est. 1902 P.O. Box 5-234 NEWPORT, KY. 1902



Forest View TANDEM PLANTER
... cuts tree planting time and costs

- Exact, positive spacing with exclusive timing wheel
- Correct planting depth on any terrain with special contour lever
- Exclusive, scalloped counter wheel for fast, easy cutting of sod, etc.
- Twin-seat design cuts planting time in half

The most rugged, versatile tree planter ever built, the ForestView Tandem Planter assures fast, low-cost planting of seedlings, lining-out stock, potted material or other small plants. Easy to operate lever control permits instant adjustment to even the most rugged terrain. The newly designed, patented trencher shoe speeds planting of potted material and liners without damage. Precision alignment of stripper bar prevents clogging by weeds and undergrowth. Commercial steel construction throughout—ball-bearing mounted heeling wheels. Mechanized planting eliminates human error—insures better survival.

Dealer Franchises Being Made Available on a National Basis. Send for complete details on dealer discount plan.

Write today for literature and prices — FREE

FORESTVIEW EVERGREEN NURSERY
Dept. AN
Germantown, Penna.

BE YOUR OWN BOSS!

Become a Landscape Specialist in Your Spare Time at Home!

American Landscape School's low-cost, home-study methods help you to become independent quickly. You learn the newest, most modern landscaping methods and trends. You become proficient in garden design, drafting, mapping and field work. You improve your knowledge of horticulture, construction, superintendence, salesmanship and office practices. Hundreds of graduates have increased their income, earned new prestige in their communities.

45 GENEROUSLY ILLUSTRATED LESSONS →

Nine valuable, up-to-date textbooks filled with new ideas! Thorough preparation in 8 to 12 months. 50 imprinted business cards, monthly letter, consultation service, dictionary FREE to all students! Drafting set given FREE with advance full payment. 41st year. PRINT NAME AND ADDRESS IN COUPON FOR FREE BOOKLET.

AMERICAN LANDSCAPE SCHOOL

Dept. 2117-A, 4508 Franklin Ave.
DES MOINES 10, IOWA
Please tell me how I can become a successful landscape specialist. Send me free booklet.

Name.....
Address.....
City..... State.....

K U N D E

Horticultural Tools
Your Guarantee for Quality
Write for folder to:

A. H. GUTBROD CO.
P. O. Box 96 IRVINGTON, N. J.



ULLMAN CLEAT

Strong, reliable, protects flowers from damage in transit, satisfies customers and insures better prices. The Ullman cleat grips sides of box, holds stems to bottom. Send for prices.

THE ULLMAN CO.
Northampton, Mass.

flowers — and to sell or give away the surplus. There is a fascination about things that grow and a great satisfaction in helping them to grow well.

Orchards and berry farms are still profitable investments if operated in a businesslike manner. Everyone enjoys the comfort of a shade tree on a hot summer day. Some folks like to mark the boundaries of their property with hedges or screen plantings. Privacy outdoors can be gained by planting outdoor living rooms. Berry-bearing shrubs will attract many songbirds.

No doubt other selling points will occur to you. Become thoroughly familiar with them so that you can bring them into a casual conversation, thus sowing the seed of an idea that may grow and flower into a sale.

Colored pictures are a big help in selling nursery stock in a salesyard as they are to the salesman who goes from door to door or to the nurseryman who sells by means of a catalog. Most of the questions that a buyer will ask are answered by a good colored picture.

It is a strange fact, but many people think that the only time they have to buy nursery stock is in the evening or on Sunday. Somehow or other they manage to buy their groceries and shoes and do their banking during the daytime, but they expect the nurseryman to remain open on holidays and at night to accommodate them. You will have to let your conscience (or the local ordinances) guide you in deciding whether or not to sell on Sunday, but it may be good business to stay open some weekday evenings during the planting season. One salaried operator claims he almost doubled his sales in this way. For night selling you will need ample light, which you can get by locating a series of floodlights at strategic points in the yard.

Do not oversell. Sometimes it is easy to do, but it does not build good will. If you sell your customer 100 hedge plants when 75 are enough, he will soon find it out. Often, perhaps more often than not, the buyer does not really know how many plants he needs and is not able to give you enough information to enable you to advise him correctly. In such cases, it is better to be conservative, pointing out that you would rather sell too few than too many. Tell the customer that if he finds he needs more plants, he can come back for them later. The plants will keep in better condition in your hands than in his.

Frequently, on his return, the customer will think of something else

that you oversell. No for the c

Re of Ag feren to a a da partl grow Agri tists wick, resea found stopp to eig for al elm, after expla of W limb Wi and st leaves turn ering invari causee light day a hours of sup tivate lar tro the d after tinuous grow Stri device sweet sume measu with Again growth erned grew light. under becaus which red. U may en for tro others, have b plant

OPF Nurser Fla., a Hazel

that he wants, and in the long run you will sell him more than if you oversold him the first time.

Note: Many more helpful ideas for salesyards may be obtained from the chapter on "Garden Centers."

LIGHT TESTS ON TREES

Recent United States Department of Agriculture studies show that different tree species react differently to a given number of hours of light a day. These differing responses partly determine what kinds of trees grow naturally at a given latitude. Agriculture research service scientists R. J. Downs and H. A. Borthwick, working at the agricultural research center, Beltsville, Md., found that most of the test trees stopped growing after being cut back to eight hours of natural light a day for about four weeks. The American elm, however, stopped growing only after 140 days of 8-hour light. This explains why elms in the latitude of Washington, D. C., often have limb tips killed by frost.

With only light duration changed and summer temperatures continued, leaves generally took on some autumn tinge, but did not fall. Lowering of the temperature, however, invariably checked growth and caused leaves to color regardless of light duration. Lengthening of the day again to 16 hours—that is, eight hours of sunlight plus eight hours of supplemental light—caused inactivated catalpa, birch and tulip poplar trees to resume growth, provided the day length was increased soon after growth stoppage. It took continuous light to make sweet gum grow again.

Stripping off leaves was another device found to cause some trees—sweet gum and paulownia—to resume growth immediately. This measure was ineffective, however, with dogwood, elm and catalpa. Again, the rate and duration of growth, when it occurred, were governed by the day length. The trees grew normally under fluorescent light. But they grew twice as tall under ordinary incandescent light, because of its far-red component, which has a longer wave length than red. Ultimately, practical light uses may emerge from tests such as these for tree breeders, nurserymen and others, just as light-based practices have been developed for use in other plant fields.

OPERATING the Ben Monroe Nursery on Celery avenue, Sanford, Fla., are Thelma Rittenmar and Hazel M. Schmelzer.

AMERICA'S FIRST AND FOREMOST ROTARY TILLERS ARE MADE BY THE ARIENS COMPANY 141 CALUMET STREET BRILLION WISCONSIN



When time
means money...
professional
gardeners choose

Ariens
MULTIMATIC

THE MOST VERSATILE ALL-PURPOSE
TILLER EVER MADE



Speed up every tilling job with Ariens deluxe MultiMatic—the most versatile... easiest operating... most perfectly balanced 16" tiller made. Non-slip differential ends wheel slippage... provides power steering, turning. Exclusive 2-speed, 2-direction operation for use with front or rear-mounted Insta-Hitch attachments. Like the STANDARD MultiMatic (a 16" single-purpose tiller) it has a Kohler 3.6 h.p. engine; streamlined hood; 4:00 x 8 pneumatic tires. Forward and reverse speeds: .7 to 2.5. When time means money—use Ariens MultiMatic!

NO ONE BUT ARIENS MAKES SUCH A
COMPLETE LINE OF TILLERS!



Ariens JET—New!
Made for Just Easy
Tilling. Tills 8"
to 20" wide. For
home gardeners!



Ariens YARDSTER—
Self-propelled, 12"
tiller with 2-speed
wheel drive; year
'round attach-
ments. For home
gardeners!



Ariens TRANS-A-
MATICS—For heavy
duty tilling. Two
models for 20" or
28" tillage.

Write for free literature.
Dealer inquiries invited.

THERE'S STILL TIME TO GET SET FOR CHRISTMAS

FLOCKING

SCHUPP "Snow-Flock" COTTON
100% PURE OR RAYON

Available in white and 15 colors—flame retardant—plus "STA-STUCK" formula FA-10 adhesive—noninflammable.
COMPLETE FLOCKING EQUIPMENT AND SUPPLIES—FLOCK, ADHESIVE, COMPRESSORS, GUNS, ACCESSORIES.
Write for our new 1957 catalog and color samples. Complete instructions on how to flock are included.

SCHUPP FLORIST SUPPLY CO.
1143 Greenleaf Ave. Wilmette, Ill.



SAME DAY SHIPMENT FROM
COMPLETE STOCKS

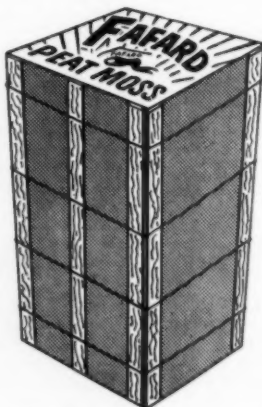
CHRISTMAS TREES FOR PLEASURE AND PROFIT, by Chapman and Wray. Starting and maintaining Christmas tree farm. 215 p. (1957) \$3.75.
American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

FAFARD



CANADIAN PEAT MOSS

Available in all popular sizes and wrappings. Shipments direct from our own plants.



EUROPEAN PEAT MOSS

Available in burlap-wrapped 7.5, 6 and 4.5 cu. ft. bales. Shipments from east coast and gulf ports.



PEAT HUMUS

Available in plastic-lined bags and in bulk. Prices very reasonable.

CONARD FAFARD, INC.

P. O. Box 774 L0cust 7-3316
Springfield, Mass.

NEW BULLETINS

TRAINING APPLE TREES

Dr. John C. Snyder, extension horticulture specialist, State College of Washington, Pullman, gives detailed instructions for the pruning of apple trees during the first years of their growth in extension bulletin 552, Training Young Apple Trees, issued by the college's institute of agricultural sciences. Illustrated with line drawings and photographs, the booklet explains the practice of delayed heading and presents concise recommendations in other points of tree training, such as the selection of leaders and the handling of temporary branches. Brief discussions are included on tying or bracing wind-blown trees and on bringing filler trees into early production.

GRAPE PRUNING BOOKLET

To supply the need for information on the several varieties of French hybrid grapes recently introduced into American vineyards, H. C. Barrett of the extension service of the college of agriculture, University of Illinois, Urbana, has written "Pruning and Training French Hybrid Grapes," the service's circular No. 772.

Based on the author's work with French hybrids in the experimental vineyards at the university, most of the directions can be followed for any grape variety. The 24-page booklet presents a detailed pruning and training program for the vines' first two years of growth and outlines subsequent pruning operations. Liberally illustrated with line drawings and photographs, the circular includes instructions for constructing a Munson trellis.

HOME LANDSCAPING

"Landscaping the Home," by C. Gustav Hard, is the University of Minnesota's extension bulletin 283, issued at St. Paul. The 16-page booklet illustrates, mostly with line drawings, basic design principles involved in planning a landscape well integrated with a house and with the activities of the family that occupies it. Clear instructions for preparing a simple landscape plan and suggested steps in executing the plan are given, along with planting instructions and a selected list of woody plants suitable for Minnesota landscape use.



Alumalath House

ALUMALATH

all aluminum FOR ANY AREA
YOU REQUIRE SHADE!
Ten Feet or Ten Acres
GET THE FACTS!

HARRY H. REYNOLDS

2561 Valencia St. SANTA ANA, CALIF.

COLD STORAGE FACILITIES

Specialized temperatures
—for Rosebushes
bulbs . . . valley pips . . .
nursery stock . . . greens
... cuttings

Low insurance rates; private siding on N. Y. Central R.R.; truck and trailer platforms; pool car distribution; trucking facilities for local deliveries.

BRONX REFRIGERATING CO.

522 Westchester Ave.

New York 55, N. Y.

Tel.: MEIrose 5-4041

DAISY BRAND (WOOD)

GARDEN MARKERS

Made of GUMWOOD—SMOOTHER • WHITER • DURABLE

Lower Cost brings you Greater Profits

POT LABELS (Bulk)

Dealer Cost/1000

Size	Packing	Plain	Painted	Wt./Case
4"x1/2"	1000/cdn. SM/case	\$2.42	\$3.10	18 lbs.
5"x1/2"	1000/cdn. SM/case	2.68	3.42	20 lbs.
6"x1/2"	1000/cdn. SM/case	2.93	3.78	22 lbs.
8"x1/2"	500/cdn. SM/case	4.50	5.58	25 lbs.

COPPER WIRED PLANT OR TREE LABELS (Bulk)

Size	Packing	Plain	Painted	Wt./Case
------	---------	-------	---------	----------

3 1/2"x1/2"	1000/cdn. SM/case	\$3.15	\$3.91	16 lbs.
-------------	-------------------	--------	--------	---------

Also available: DAISY BRAND 6" Boxed Wood Labels packaged in small units for repeat sales.

RETAIL PACKAGES

50 markers/box (6"x1/2")	48 boxes	RETAIL
--------------------------	----------	--------

15 lbs./case Cost \$7.20	case	25c
--------------------------	------	-----

25 markers/box (6"x1/2")	96 boxes	
--------------------------	----------	--

18 lbs./case Cost \$8.64	case	15c
--------------------------	------	-----

DEALER PROFIT 40% ON PACKAGES

All prices F.O.B. Milford, Del. Terms 2% 10 days, Net 20.

Jobbers wholesale prices available upon request.

Write for samples. Address correspondence New York office.

MULCO PRODUCTS, Inc.

Plants: Milford, Del.—Indianhead, Md.

Administrative Sales Office: 76 Beaver St., New York 5, N.Y.

A. M. LEONARD & SON

PIQUA, OHIO

Knives - Shears - Pruning Tools
Nursery Spades - Grafting Supplies
WRITE FOR CATALOG

ABSTRACTS OF RECENT RESEARCH

ACER SEED TREATMENT

The Chinese maple, *Acer truncatum* Bunge, is especially desirable for fall color effects, but efforts to grow it from seeds frequently end in a reduced stand, because of poor germination. Recent studies in after-ripening of these seeds by W. L. Ackerman, United States Department of Agriculture, Chico, Calif., offer some help (Proc. Am. Soc. for Hort. Science 69:570-573, 1957).

The two parent trees from which the seeds were collected were grown from seeds collected by F. N. Meyer in the Wei Tshan mountains, near Peking, China, in 1906. Seeds from each tree were gathered during the first week in November, 1953, when they were considered fully mature. After harvesting, these seeds were held for two days in a forced air dryer at 74 degrees Fahrenheit and then stored in paper bags in the laboratory at approximately 70 degrees F. until utilized.

The first series of germination tests was begun directly after harvesting. In the first trial, some seeds were planted directly as taken from the trees, and others were planted after being treated two days in the dryer. Germination trials were also made in a limited number of seeds of this harvest after they were 1 and 2 years old.

All seeds were germinated in wooden flats. The planting medium was made up of three parts of ground peat moss and five parts of washed builders' sand by volume. The flats were placed on basement racks where the temperature ranged from 62 to 68 degrees and the relative humidity ranged from 36 to 54 per cent. Germination was considered to have taken place when the first leaf appeared above the surface. Counts were made three times a week, and all seedlings were removed when counted. All results were averages of replicated trials. The first seedlings appeared on the sixth day, and no further germination was noted after 10 weeks.

Test Results

Seeds from both trees showed similar response to germination tests. Seeds planted directly as harvested or after two days in the dryer gave low germination percentages, ranging from 11 to 14 per cent.

There was a highly significant in-

This year **CHRISTMAS** will be
BRIGHTER and **MORE PROFITABLE** with

FLOCK

FLAME RETARDANT

also **TINSEL, ADHESIVES**
and **EQUIPMENT** for all
Trees, Centerpieces,
and **Floral Decorations**

Whitest WHITES
& **Colors Galore:**

8 Standard Brilliant Pastels and
many deep colors.

BLACKLIGHT Glow Colors
also available.

Free!



Ask for your
COLOR SELECTOR
and
Instructive CATALOG

We are **BASIC FLOCK**
MANUFACTURERS and
cannot be undersold!

ADVANCE

PROCESS SUPPLY CO.

doing business the year around at
1442 W. KINZIE ST. • CHICAGO, ILL.

ADVANCE is the largest lowest-priced basic source for all Christmas flock and tinsel.

Twine and Cordage

For All Nursery Requirements

GEO. B. CARPENTER & CO

SINCE 1840

401 N. Ogden Avenue, Chicago 22, Ill.

JIFFY-POTS AND PLANT BANDS
FOR NURSERYMEN

Write for Literature

Bob Chase, Nursery Representative
GEO. J. BALL, INC.
West Chicago, Ill., Phone 299

Pure
NYLON Flock
as low
as ... **44¢** per lb.
WHITE — 2000 lb. qty.

Pure
Finest Precision Cut
RAYON Flock
as low
as ... **72¢** per lb.
WHITE — 2000 lb. qty.

Pure King
COTTON Flock
as low
as ... **39¢** per lb.
WHITE — 2000 lb. qty.

CELLO Flock
as low
as ... **20¢** per lb.
WHITE — 2000 lb. qty.

Sparkle
as low
as ... **14¢** per lb.
Best Whitest Grade
100 lb. qty.

Silicate
Flock Adhesive
as low
as ... **\$11.95** per
drum
in 10-drum qty.

Phone:
HAymarket
1-5133
Ask for "Shel."

ROOTSPRED TREE PLANTERS

Plant seedlings on rough land:
Steep, stony, brushy, heavy soda, at
10 times the hand rate and with
better survival.

Two models: Standard at \$365 and
the M-55 at \$245 for easier sites.
Write for details.

ROOTSPRED

ST. PETERSBURG, PA.

Quick control of Damping-Off

New soil drench protects seedlings
and transplants from damping-off.
Quick, economical, easy to use in
greenhouse or outside.

Pano-drench **PANOGEN, INC.**
Ask your Distributor



MAKE MORE MONEY Test Your Own Soil!

Grow Better Plants at Lower Cost

Here's how to guarantee yourself more dollars from every row. Don't put up with stunted stock when it's so easy to grow bigger, hardier, healthier plants that sell themselves! These simple 10-minute tests tell just what to do, how much fertilizer to use. Saves money, prevents plant losses, corrects alkalinity or acidity (pH). The **Sudbury Soil Test Kit** makes your nursery such a beauty spot everybody will stop and buy.

Test anywhere—in the field, frames and greenhouse. Do it yourself—no long waiting for reports—get the correct answer right away. **Order Now!**



ORDER
FROM
THIS AD

No Knowledge of Chemistry Needed
Easy as reading a thermometer. Tests for nitrogen, phosphorus, potash, pH (acidity)—only 1 lb. a test.

Low Cost, \$29.95. SEND NO MONEY
Order COD, or send check & save \$1.91 to \$3.55 postal charges.

Easy Payments if Desired! Pay mailman \$4.95 plus postage, then 4 monthly payments of \$6.75 ea.

BETTER CROPS GUARANTEE
Your money back anytime within a year if you don't get better plants.

SUDBURY LABORATORY
Box #71, South Sudbury, Mass.

Dutch and Domestic BURLAP

Established 1925
Importers—Manufacturers
Distributors of Bird Pots
and Lario Nursericans

New York Representative:

Harry Ramp
400 Woodfield Rd.
West Hempstead, N. Y.
Phone: Ivanhoe 3-6153

New Jersey Representative:

A. H. Gutbrod
P. O. Box 96
Irvington, N. J.
Phone: Essex 5-6585

Midwest Representative and Warehouse

Seward Trans., Inc.
Painesville, O.
Phone: ELmwood 7-7561

J. SHORE & CO.
CHELSEA, MASS.



FINEST QUALITY -- PROMPT SERVICE

LABELS PRINTED TO ORDER

Write for samples, prices and discounts.

THE BENJAMIN CHASE CO.
DERRY VILLAGE, N. H.

Please mention the **American Nurseryman** when writing advertisers

crease in germination when seeds were held dry in the laboratory in paper bags for four months before planting (55 per cent germination), but shorter periods of holding were not significantly beneficial. When the seeds were placed in moist sand in a lath house, one month of stratification was of no value, but two months resulted in 33 per cent germination, and four months, in 61 per cent.

When the seeds were stratified in moist sand held in a refrigerator at 40 degrees F., even one month raised the germination rate to 51 per cent. Two months raised it to 82 per cent, and four months, to 89 per cent. It therefore appears that stratification, at least of fresh seeds, especially at a 40 degree temperature, should result in a greatly improved germination due to afterripening.

When dry seeds were stored in paper bags in the laboratory for one or two years, the afterripening was fully or, at least, almost fully completed. Germination trials with these seeds after one or two years resulted in 87 per cent germination for the 1-year-old seeds and 84 per cent germination for 2-year-old seeds. Soaking such seeds in water before planting—with or without moist, cool storage—resulted in a marked reduction in germination, especially in the 2-year-old seeds. It is therefore recommended that old seeds be planted without any wet or stratification treatment for best results. C.

SALT TESTS ON ELM

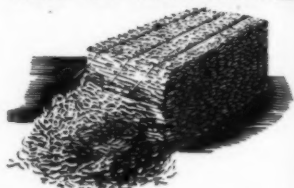
Salt failed as a protectant and chemotherapeutant against the Dutch elm disease fungus in American elm trees in an experiment conducted by Arthur W. Engelhard, formerly with the Illinois State Natural History Survey, at Urbana (Plant Disease Reporter, Vol. 40, No. 11).

Agricultural grade salt, NaCl, was applied in aqueous solution to American elm trees planted in rows, averaging about 26 trees per row, in the Illinois State Natural History Survey experimental tree disease plot at Urbana. The trees were 7 years old, eight to 12 feet in height and averaged one and one-half inches in diameter at the base. They were inoculated with cultures of *Ceratostomella ulmi*. Sixteen rows of trees received salt in a soil spray at the rate of one-half pound per inch of trunk diameter, and eight rows of trees received no salt. Buffer rows separated salt-treated from nonsalt-treated rows.

All inoculated trees, regardless of whether they received salt or not,

Wood Feathers

SCREENED
BALED RED CEDAR SHAVINGS



The Perfect Nursery Packing

Manufactured by

MONARCH SHINGLE CO.

P. O. BOX 98

N. PORTLAND, ORE.

LOW DELIVERED PRICES—We Solicit Your Inquiries

WOOD LABELS

For Nurserymen

**DAYTON FRUIT TREE
LABEL CO.**

1215 Ray St.
DAYTON 4, OHIO

NURSERY TAGS "Weather Resistant"

Size 1/2x6 in.	
Prices per 1000—Tag Stock	
1000 to 4000.....	\$1.35
5000 to 9000.....	1.10
10,000.....	1.00
20,000.....	\$2.90
50,000.....	.75
100,000.....	.65

• Made of Water-resistant Paper Stock
• 8 Colors Available • 9 Sizes and Styles
• Sheets of Ten for Typewriting

Write Today for Prices and Samples

PREMIER SOUTHERN TICKET CO., INC.

P. O. Box 5

CINCINNATI 7, O.

DARLING'S "Rite in the Rain" WATERPROOF TREE AND PLANT LABELS

"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low-cost labels. Millions are used every year by nurserymen.

Write for samples and prices.

J. L. DARLING COMPANY
BROWN'S POINT, TACOMA, WASH.

The "HUMIDOMIST" SYSTEM for INTERMITTENT MISTING

Circular 566A tells the story.
SUPREME ELECTRIC PRODUCTS CO.
194 Vassar St. ROCHESTER 7, N. Y.

wilted. Whether they were inoculated one week prior to the application of salt or one, four or six weeks after salt was applied did not influence the severity of wilt symptoms. Inoculation began May 31, 1956, and by August 30, 1956, only a few scattered green leaves remained on the trees. Trunk sprouts on the lower parts of the trunks of the dying trees were common, but most of these sprouts soon wilted. Brown streaking, typical of Dutch elm disease, was present in the xylem of the wilting trees.

Specimens for isolation tests were obtained from the first and 11th trees in each row of trees inoculated. The Dutch elm disease fungus was obtained from every tree tested. None of the uninoculated trees wilted. Salt-excess injury was present on the leaves of some of the trees. The leaf damage resembled scorch injury in that the margins were burned. Extreme salt-excess injury and death occurred on leaves that came in direct contact with the salt solution. D.

FILBERTS FOR THE HOME

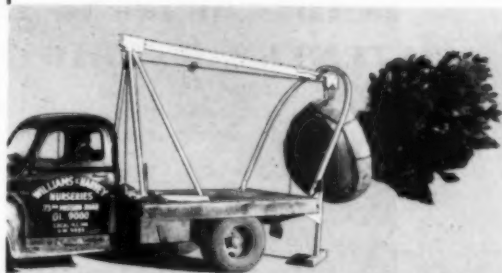
Filberts may well have a place in home plantings in New York, but are not suited to commercial production, states George L. Slate, pomologist at the New York agricultural experiment station at Geneva. Filberts will thrive wherever peaches can be grown, he adds. In fact, filberts can probably withstand lower temperatures than peaches except for possible winter injury to the catkins. Injury to the catkins is more likely to occur in mild winters with prolonged warm spells, especially in late winter, than in seasons of steady cold.

Filberts are grown much the same as tree fruits. Their habit of producing numerous suckers makes it possible to grow them as bushes or as a tree with a single stem. The tree form is more productive and is maintained by removing all suckers as they appear. All varieties of filberts are self-unfruitful so trees of two or more sorts must be planted to insure setting of nuts.

RICHARD W. McGOWIN, superintendent of a private estate at Montauk, N. Y., is starting a retail nursery at Montauk, specializing in broad-leaved evergreens.

OPENING of a new retail garden and nursery mart at Flourtown, Pa., was announced recently by the Murgas Corp., Dresher, Pa., successors to the Thomas B. Meehan Co.

BIG-TREE MOVER



Since Williams & Harvey announced this new, improved big-tree mover four years ago, leading nurseries, tree surgeons and park departments in all sections of the U.S. have adopted it.

- New Lighter Weight
- Simpler to Operate
- Two Sizes, 6 Ft. and 7 Ft.
- Quickly Demountable
- Fits Any Standard Truck

Write for specifications and address of users near you.

Six-foot mover (as pictured) complete with power winch and all needed pickup parts, \$1,675.00 F.O.B. Kansas City, Mo.



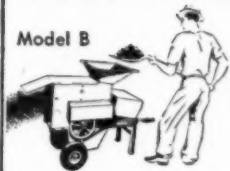
WILLIAMS & HARVEY NURSERIES

Mail address: P. O. Box 8822, KANSAS CITY, MO.

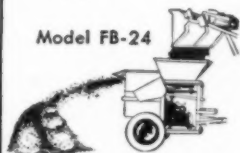
Nursery location: 7313 Mission Rd., Phone: ENdicott 2-8000

Peak Performance + Power Efficiency

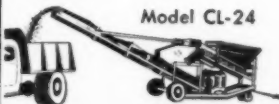
Model B



Model FB-24



Model CL-24



Shred, Blend, Aerate With A

LINDIG

For Better Plant Growth

Soil, peat, manure, compost, sphagnum moss. Wet or dry! Rock and other foreign material will not damage the patented all-steel rotor assembly. Also available with shredding hammers for soil and organic material. Lindig offers you the most complete line of shredding equipment, with capacities from 3 to over 100 yards per hour. Screening attachment available for removing rocks. Hand and power fed models. Units with or without loading conveyors.

Write or call for particulars and name of Dealer

Patented and Built Exclusively Since 1940

LINDIG MANUFACTURING CO. INC.

1875 W. COUNTY ROAD C • ST. PAUL 13, MINN.

BURLAP

Various Sizes
Write for prices and samples.

STERLING BAG & BURLAP CORP.

41 Carolina St. Buffalo 1, N. Y.

Phone: CL. 2339

BIG PROFITS CAN NOW BE YOURS!

with new, improved
PECO-7 FLOCKING UNIT

Easy to operate — 5 times faster
Than ordinary two-gun procedure

• Write For Full Data •

PROGRESSIVE EQUIPMENT COMPANY
8625 Mackinaw at Grand River, Detroit 4, Mich.

PATENTED ROSES

IN LOTS OF 100 TO 250

PATENTED HYBRID TEA

Retail, each, \$2.50

Wholesale, each, No. 1: \$1.20; No. 1½: 96c

Burnaby (Pat. No. 1314)
Golden Wings (Pat. No. 1419)
Love Song (Pat. No. 1360)

Peace (Pat. No. 591)
Rose Marie Reid (Pat. No. 1487)
Tiffany (Pat. No. 1304)

★ ★ ★
Retail, each, \$2.25

Wholesale, each, No. 1: \$1.05; No. 1½: 84c

Blanche Mallerin (Pat. No. 594)
Charlotte Armstrong (Pat. No. 455)
Debonair (Pat. No. 677)
First Love (Pat. No. 921)
Lady Luck (Pat. No. 1579)
Lowell Thomas (Pat. No. 595)

Mirandy (Pat. No. 632)
New Yorker (Pat. No. 823)
Nocturne (Pat. No. 713)
Show Girl (Pat. No. 646)
Sutters Gold (Pat. No. 885)
Tallyho (Pat. No. 828)

★ ★ ★
Retail, each, \$2.00

Wholesale, each, No. 1: 95c; No. 1½: 76c

Capistrano (Pat. No. 922)

Golden Scepter (Pat. No. 910)

Mission Bells (Pat. No. 923)

★ ★ ★
Retail, each, \$1.75

Wholesale, each, No. 1: 80c; No. 1½: 64c

Katherine T. Marshall (Pat. No. 607)

Mark Sullivan (Pat. No. 599)

Rubaiyat (Pat. No. 758)

★ ★ ★

PATENTED FLORIBUNDA

Retail, each, \$2.50

Wholesale, each, No. 1: \$1.20; No. 1½: 96c

Circus (Pat. No. 1382)

The Texan (Pat. No. 1471)

White Bouquet (Pat. No. 1415)

★ ★ ★
Retail, each, \$2.00

Wholesale, each, No. 1: 95c; No. 1½: 76c

Baby Blaze (Pat. No. 1362)
Embers (Pat. No. 1178)
Fashion (Pat. No. 789)
Frolic (Pat. No. 1179)
Jiminy Cricket (Pat. No. 1346)

Little Darling (Pat. No. 1581)
Ma Perkins (Pat. No. 1143)
Masquerade (Pat. No. 975)
Pinkie (Pat. No. 712)
Red Cap (Pat. No. 1292)

Vogue (Pat. No. 926)

★ ★ ★
Retail, each, \$1.75

Wholesale, each, No. 1: 80c; No. 1½: 64c

Goldilocks (Pat. No. 672)

Independence (Pat. No. 1036)

Pinocchio (Pat. No. 484)

★ ★ ★
Retail, each, \$1.50

Wholesale, each, No. 1: 70c; No. 1½: 56c

Chatter (Pat. No. 739)

Donald Prior (Pat. No. 377)

Summer Snow (Pat. No. 416)

World's Fair (Pat. No. 362)

★ ★ ★

REFER TO OUR FALL TRADE LIST OR WRITE US
FOR PRICES ON OTHER QUANTITIES

Quality Stock
Personal Service
SINCE 1870

Phones 406 and 407

The Shenandoah
Nurseries

SHENANDOAH, IOWA



HILLS AND SLOPES? This heavy-duty Toro Pony climbs steep grades with ease as it clips off a 27-inch swath. Reel gives grass crisp scissor-cut.



TRIMMING? Driven by the Power Handle, the Toro Homelawn has a 25-inch out-in-front reel that trims next to walls or fences. Sully optional.



FINE LAWN? Six blades on the reel of the 20-inch Toro Sportlawn (most mowers have only five) give extra-smooth cut. Self-propelled.



SMALL LAWN? Dependable 18-inch Toro Whirlwind rotary mower is easy to handle. Mows grass and weeds, trims close, pulverizes leaves.



LARGE ESTATE? The 76-inch Toro Professional outmows 15 men with hand mowers. Hinged "wing" reels hug ground contours for even cut.



MANY JOBS? Sell *all* your yard machines the Toro Power Handle way. Portable engine-and-handle unit switches in seconds from one work unit to another.

TORO'S new complete line means more sales for you!

You cash in with the *right* power mower for *every* customer's need when you sell Toro—and you build satisfied customers all along the line! Because the Toro line for '58 is the most complete line of reel and rotary power mowers on the market.

And Toro gives you more. Toro gives you power mowers engineered and tested at the only research and development center of its kind in the power mower industry: every model is put through its paces on acres of grasses and weeds collected from all over the United States and Canada.

What's more, Toro protects you with controlled distribution—a network of franchised distributors. No direct factory sales. No price cutting. And these same distributors carry a complete stock of authorized Toro parts—with factory-trained servicemen to give your customers speedy service for the life of the machine.

So why take a chance selling "distress" merchandise? Why

take a chance selling little-known brands of power mowers that can only mean distress for you, and for your customers? Line up with Toro today! It's the line backed by the most powerful national advertising in the business. It's the line designed to build your sales *now*—and in the future, too!

FREE BOOK! For your copy of "The Toro Story," write Toro Manufacturing Corp., 3015 Snelling Avenue, Minneapolis 6, Minnesota.



TORO

MINNEAPOLIS 6, MINNESOTA

4 REASONS

WHY YOU PROFIT MORE
WHEN YOU PLANT HILL
HEAVY EVERGREEN BED LINERS



1 YOU PROFIT BECAUSE HILL'S USES ONLY SELECTED CUTTINGS FROM THE FINEST STOCK PLANTS

From cutting, through culture, no effort or growing expense is spared in making Hill's heavy bed liners the finest obtainable. Varieties and strains within varieties are rigorously selected to fulfill every type of nursery and landscaping requirement.



2 YOU PROFIT FROM HILL'S SCIENTIFIC CULTURE AND FERTILIZATION METHODS

Hill's continuous research has evolved better techniques for growing bed liners with strong, vigorous root systems. Nursery technicians give daily and even hourly care to many thousands of lining-out plants. Scientific fertilization assures hardy, uniform growth.



3 YOU PROFIT FROM HILL'S FREQUENT TRIMMING AND CULTIVATION PROGRAM

Hill's heavy bed liners are trimmed early and often to speed development . . . provide well-formed, well-finished plants. This trimming, combined with a program of continuous cultivation, produces bed liners of finest quality. Masses of new buds foretell the favorable, husky development of each bedliner.

WRITE FOR NEW CATALOG, COMPLETE LISTINGS. NEW QUANTITY PRICING PLAN



4 YOU PROFIT FROM HILL'S CAREFUL GRADING, PACKING, AND SHIPPING METHODS

The heavy bed liners shipped from Hill's are always of quality plants . . . carefully sphagnum moss packed so they arrive in prime condition. They stand up better under the rigors of transplanting, or varying soil conditions . . . assure you big profits and culls . . . more "growing" profits.

SINCE 1855
EVERGREEN
SPECIALISTS

D. HILL NURSERY CO

DUNDEE, ILL. • PHONE HAZel 6-3451

Largest Evergreen Growers in America